A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

March 2, 1970

International Commerce

Bangkok water show draws specialists of 13 Asia nations

A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Trade Winds

Company News

BANKING—Manufacturers National Bank, Detroit, has opened a branch office in Nassau, the Bahamas. The activities of the new facility will concentrate entirely on Eurodollar and other Eurocurrency transactions, and will be used to service international customers located outside the U.S.

COMPUTER SERVICES—Berglund Associates, Inc., subsidiary of Eastern Data Industries, Inc., Cherry Hill, N.J., has announced the formation of a European operations office in Zug, Switzerland. In addition to technical and management consulting services, the Swiss office will provide systems planning and design, tariff advising, and counseling on capabilities of the European networks.

MATERIALS HANDLING EQUIPMENT—Eaton Yale & Towne, Cleveland, through its Materials Handling Group, has purchased a 60,000 square foot manufacturing plant in Dillengen, Saarland, Germany, to expand production of the firm's industrial lift operations in Velbert, Germany. The new plant will operate as a branch of the Velbert facilities and employ approximately 250.

CONSTRUCTION—Foster Wheeler Corp. subsidiary Societe Foster Wheeler Francaise has been awarded a contract to construct a manufacturing plant for the production of a protein concentrate by Societe de Developpement des Proteines, a unit of Societe Francaise des Petroles, a subsidiary of the British Petroleum Co., London. The facilities will be built near Marseille at Cap Lavera and will have an initial output of 50 metric tons per day. Startup is scheduled for early 1971.

TRANSPORTATION—Circle Airfreight Corp., San Francisco, a division of the Harper Group of international transportation companies, has opened offices in three Japanese cities: Tokyo, Osaka and Nagoya. The new offices will provide customer service previously handled by local Japanese agents. Circle Airfreight representatives will work with customers developing improved operating and communications systems to keep shipments moving as quickly and efficiently as possible.

Newsletter

A prefab swimming pool, complete with wall sections and pool lining, was a recent between-shows display at the London U.S. Trade Center. Cascade Industries, Edison, N.J., through its English subsidiary, aimed the presentation at a highly select consumer market, top-income English householders. From the 75 invited visitors who came Cascade is estimating sales of $60,000, and, in the words of Cascade's J. L. Evans, "Even more important are the number of new contacts which were established, which gets us off to a good start for the coming year."

An instrument that sees color as the human eye does has spotted two major buyers at a Frankfurt U.S. Trade Center show. Result: two contracts assuring over $2 million in sales in the next five years. The company is Neotec, Inc., Rockville, Md. The show was an exhibition of Materials, Instrumentation and Equipment for the Plastics Industry. The equipment is Neotec's Colormate 2000 Color-Measurement and Control System. The customers are a Swiss firm active in the water treatment field, and a German firm handling scientific measurement items.

Companies with more than 10% of their gross sales in overseas trade are given export-import classifications in the 1970 Directory of Manufacturers and Wholesalers of Alameda County, California. The directory is published every three years by the Oakland Chamber of Commerce. A sizable number of the county's 1,440 manufacturers and 1,131 wholesalers rate the "E" or "I" mark on their entry.

What was expected vs. what actually happened comes out of a follow-up report on the December, 1968, U.S. Exhibition at the Thailand International Trade Fair, just in from Bangkok. The 43 exhibitors looked for $1,314,-500 in sales in the 12 months following the show; they now report that $2,552,453 in sales were achieved. And they expect an additional total of $2,238,100 in sales in the current year.

Hawaii has just started a flurry of trade activities to tie in with the State's Pacific Trade Year 1970—a program recently proclaimed by Governor John A. Burns to recognize "the crucial role trade plays, and will continue to play in Pacific affairs." Plans are being laid by the State's Hawaii International Services Agency for several international business and trade conferences, trade fairs and a trade mission to Asia to take place during this year.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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U.S. Department of Commerce

Maurice H. Stans
Secretary

Rocco C. Siciliano
Under Secretary

K. N. Davis, Jr.
Assistant Secretary for Domestic and International Business

Harold B. Scott
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

Regionalism was the keynote of the January Water Supply and Sanitation Exhibition and Seminar of the U.S. Trade Center in Bangkok —representatives from 13 nations attended. Cover scenes of the event show technical papers being distributed, equipment being inspected, and an audience convening for a technical session. The bottom left photo shows Trade Center Director Brooks Ryno, second from left, at a spontaneous news conference which grew out of local interest in water pollution. Turn to page 20 for further details.

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March 2, 1970
Volume 76
Number 9

Published weekly by the
BUREAU OF INTERNATIONAL COMMERCE

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PRESIDENT'S CHART FOR DECADE

U.S. policy for '70's has overseas economic goals

Foreign affairs message to Congress touches trade, investment, monetary fields

President Nixon has outlined U.S. policies and attitudes in the international trade, investment, and monetary fields as a part of the report he submitted to Congress Feb. 19 entitled "United States Foreign Policy for the 1970's: A New Strategy for Peace."

The report contains a specific section on International Economic Policy, which is reprinted in full below, and lays strong emphasis on economic matters as it discusses general U.S. policies in various areas of the world.

Dealing with the problems of the Western Hemisphere, for example, the President's message notes compelling U.S. reasons to maintain a "special relationship" with Latin America, and touches on recent U.S. recommendations for generalized tariff preferences for developing nations and U.S. appeals to other industrialized nations to end special bloc preferences that work against the Latin American countries.

It also mentions changes in Agency for International Development procurement procedures to allow more purchases in the receiving nations, an encouragement of regional trade arrangements, and, most importantly, an approach to Hemisphere development that emphasizes Latin American initiative.

On Europe, the message urges U.S.-European cooperation in the use of technology to enhance man's environment. A more balanced attitude on efforts to achieve European unity is proposed; in the President's view, where in the past the U.S. has "turned into an ardent advocate, it harmed rather than helped progress."

In recommending that economic policy in Asia "support Asian initiatives in an Asian framework," the message mentions "the successful start of the Asian Development Bank, of which we are a member," and describes how the capital and leadership in this institution must have Asian predominance.

Commenting on Africa, the message notes that African progress is at a beginning stage, and proposes an atmosphere of candor in U.S.-African development dialogue. In the section on the Middle East, the message notes that this area contains a group of developing nations with their own capital resources. Thus, it is noted, as the need for U.S. economic assistance ends, new relationships must be established.

The text of the section on International Economic Policy follows:

Peace has an economic dimension. In a world of independent states and interdependent economies, failure to collaborate is costly—in political as well as economic terms. Economic barriers block more than the free flow of goods and capital across national borders; they obstruct a more open world in which ideas and people, as well as goods and machinery, move among nations with maximum freedom.

Good U.S. economic policy is good U.S. foreign policy. The pre-eminent role that we play in the world economy gives us a special responsibility. In the economic sphere, more than in almost any other area, what we do has a tremendous impact on the rest of the world. Steady noninflationary growth in our domestic economy will promote steady noninflationary growth in the world as a whole. The stability of our dollar is essential to the stability of the world monetary system. Our continued support of a stronger world monetary system and free trade is crucial to the expansion of world trade and investment on which the prosperity and development of most other countries depend.

As in other areas of foreign policy, our approach is a sharing of international responsibilities. Our foreign economic policy must be designed to serve our purpose of strengthening the ties that make partnership work.

We have an excellent foundation. In no other area of our foreign policy has the record of cooperation been so long and so successful. From the 1944 Bretton Woods Conference (which created the International Monetary Fund) and the 1947 General Agreement on Tariffs and Trade (which established a code for the orderly conduct of trade) to the Kennedy Round of tariff negotiations and the recent creation of Special Drawing Rights, free nations have worked together to build and strengthen a system of economic relationships. We derive strength from their strength; we collaborate for our common interest.

International monetary policy

International monetary matters pose most sharply the potential tug-of-war between interdependent economies and independent national policies. Each country's balance of payments encompasses the full range of its economic and political relations with other nations—trade, travel, investment, military spending, foreign aid. The international monetary system links these national payments positions and, hence, the domestic economies of all countries. It thus lies at the heart of all international economic relations and must function smoothly if world trade, international investment and political relations among nations are to prosper—particularly since imbalances inevitably arise as some countries temporarily spend more abroad than they earn, while others correspondingly earn more than they spend.

The system must include two elements:

► Adequate supplies of internationally acceptable money and credit to finance payments imbalances among countries.

► Effective means through which national economies can adjust to one another to avoid the development of excessive and prolonged imbalances.

The inadequacies of both elements caused the recurring monetary crises of the 1960's.

An *adequate money supply* is needed internationally just as it is domestically. Shortages of internationally acceptable money induce national authorities to take hasty and often restrictive measures to protect their own monetary reserves or to pull back from liberalization of trade and investment. Such actions clash with the objective of the international economic system, which, precisely by freeing trade and

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capital, has helped promote the unparalleled prosperity of the postwar world. In short, an inadequate world money supply can hinder the pursuit of world prosperity, which in turn, can generate serious political problems among nations.

At the other extreme, excessive levels of world reserves could contribute to world inflation. They could permit countries to finance imbalances indefinitely, delaying too long the actions needed to adjust their own economies to those of their trading partners. Since failure to adjust may permit a country to drain resources away from the rest of the world, excessive levels of reserves can also generate serious political problems.

In 1969 the world took a step of profound importance by creating international money to help provide for adequate—neither too small nor too large—levels of world reserves. Through the International Monetary Fund, the United States joined with the other free nations to create, for an initial three-year period, almost $10-billion of Special Drawing Rights—a truly international money, backed by the entire community of free nations, created in amounts determined jointly by these nations, in recognition of the fact that a steadily growing world economy requires growing reserves.

There exist other types of internationally accepted money, particularly gold and dollars, which the world has previously relied upon and will continue to use. But it is clear that the relative role of gold must diminish. Our critical monetary arrangements must not rest on the vagaries of gold production. Nor should the world be forced to rely more heavily on dollars flowing from a United States payments deficit. This would appear to some as representing largely national determination of the international monetary supply, not wholly responsive to international needs. Moreover prolonged deficits could jeopardize our own international financial position and cause concern about the stability of the dollar.

A truly international money was thus needed to meet a truly international problem. The nations of the world did not shrink from the bold innovation required to meet that need. As a result, the foundations of the world economy, and hence world stability, are far stronger today.

To be sure, the first creation of Special Drawing Rights does not by itself assure an adequate supply of internationally acceptable money. The international community will have to make periodic decisions on how many Special Drawing Rights to create. The relationship among the different types of international money—gold, dollars and now Special Drawing Rights—could again cause problems. Most important, a steady economic performance by the United States will be necessary to maintain full international confidence in the dollar, whose stability remains crucial to the smooth functioning of the world economy. But we have gone a long way toward meeting the needs for an adequate supply of international money.

FREER TRADE AMONG ALL NATIONS was stressed in the President's recent economic policy report to Congress. Above, crane specially constructed to handle containerized cargo will serve Philadelphia port.

The second fundamental requirement of an international monetary system—*the mutual adjustment of national economies*—still calls for improvement. Imbalances among nations can only be financed temporarily. Constructive means must exist by which they can be rectified in an orderly way. Such adjustment should not require countries to resort to prolonged restrictions on international transactions, for this runs counter to the fundamental objective of an open world. Neither should it force countries to adopt internal economic policies, such as excessive rates of inflation or unemployment, which conflict with their national economic and social objectives. Both approaches have been adopted all too frequently in the past.

Improved means of adjustment are thus high on the agenda for the further development of the international monetary system in the 1970's. As economic interdependence accelerates, better coordination among national economies will become even more necessary. Such coordination must rest on a solid base of effective internal policies. For example, we in the United States must squarely face the fact that our inflation of the past five years—left unchecked—would not only undermine our domestic prosperity but jeopardize the effort to achieve better international equilibrium. We look forward to the results of the international discussions, already under way, examining the means through which exchange rates between national currencies might be adjusted so that such changes, when they become necessary, can take place more promptly and less disruptively.

In this environment, the remaining restrictions on international transactions can be steadily reduced. We will do our share. That intent was plain in the actions we took in 1969 to relax our restraints on capital outflows for United States corporations and banks and to eliminate the most onerous restrictions on our aid to developing countries.

Trade policy

Freer trade among all nations provides greater economic benefits for each nation. It minimizes potential political frictions as well. These conclusions are truer to-

day than ever before, as the growing interdependence of the world economy creates new opportunities for productive exchange.

But growing interdependence also means greater reliance by each nation on all other nations. Each is increasingly exposed to its trading partners. In today's world, all major countries must pursue freer trade if each country is to do so. The principle of true reciprocity must lie at the heart of trade policy—as it lies at the heart of all foreign policy.

In 1969 the United States took a series of steps toward dismantling trade barriers and assuring fair treatment for our own industry and agriculture in world commerce. I submitted new trade legislation which proposed:

► Elimination of the American selling price system of tariff valuation for certain chemicals and other products, which would bring us immediate trade concessions in Europe and elsewhere. Because it is seen by many abroad as our most important nontariff barrier to trade, its elimination might also open the door to further reductions of barriers to U.S. exports.

► Improvement of the means to help U.S. industries, firms and workers adjust to import competition.

► Restoration of Presidential authority to reduce tariffs by a modest amount when necessary to promote U.S. trade interests.

► New Presidential authority to retaliate against other countries if their trading practices unfairly impede our own exports in world markets.

We called on our trading partners to begin serious discussions on the remaining nontariff barriers to trade, which have become even more important as tariff levels have been reduced.

We took specific steps toward easing economic relations between the United States and Communist China.

Tariff preferences

Finally, we proposed a liberal system of tariff preferences for exports of the developing countries.

This proposal is designed to meet one of the world's major economic and political problems—the struggle of the developing countries to achieve a satisfactory rate of economic development. Development can be promoted by aid, but aid cannot and should not be relied on to do the whole job. The low-income countries need increased export earnings to finance the imports they need for development. They need improved access for their products to the massive markets of the industrialized nations. Such export increases must come largely in manufactured goods, since the demand for most primary commodities—their traditional exports—grows relatively slowly. And these countries are at early stages of industrialization, so they face major hurdles in competing with the industrialized countries for sales of manufactured goods.

Against this background, we proposed that all industrialized nations eliminate their tariffs on most manufactured products exported to them by all developing countries. Such preferential treatment would free an important and rapidly growing part of the trade between these two groups of nations. It would therefore provide an important new impetus to world economic development.

The main tasks for the immediate future are to complete the actions started in 1969:

► Passage of this Administration's trade bill.

► Progress in the international discussions on nontariff barriers and impediments to trade in agricultural products.

► Successful resolution of the negotiations on tariff preferences.

Beyond these steps lie new challenges for U.S. trade policy. I am establishing a Commission on International Trade and Investment Policy to help develop our approaches to them:

► Trade and investment. Foreign investment, symbolized by the multinational corporation, has become increasingly important in relation to the flows of goods which have been the focus of traditional trade policy. We must explore more fully the relationship between our trade and foreign investment policies.

► Trade adjustment. We must learn how better to adjust our own economy to the dynamic forces of world trade, so that we can pursue our objective of freer trade without unacceptable domestic disruption.

► East-West trade. We look forward to the time when our relations with the Communist countries will have improved to the point where trade relations can increase between us.

► The European community. We will watch with great interest the developing relations between the European community and other nations, some of which have applied for membership. The community's trade policies will be of increasing importance to our own trade policy in the years ahead.

International assistance

The international economic successes of the past have been mainly among the industrial nations. The successes of the future must occur at least equally in the economic relations between the industrial nations and the developing world. These new achievements may not be as dramatic as the creation of the Common Market or the completion of the Kennedy Round of trade negotiations or the birth of Special Drawing Rights. But the needs are at least as compelling.

There will be a continued requirement for international assistance to developing countries. First, however, we must be clear about what aid can do and what it cannot do. If aid is to be effective, its function must be understood by both donor and recipient.

Economic assistance is not a panacea for international stability, for political development, or even for economic progress. It is, literally, "assistance." It is a means of helping and supplementing the efforts of nations which are able to mobilize the resources and energies of their own people. There are no shortcuts to economic and social progress.

This is a reality, but also a source of hope. For collaborative effort can achieve much. And it is increasingly understood among developed and developing nations that economic development is an international responsibility.

Many of the frustrations and disappointments of development have come not so much from the failure of programs as from the gap between results and expectations. A new understanding of the scope of the challenge and the capacity of programs will help us set feasible goals and then achieve them.

America's part

What will be America's part in this effort?

When I came into office it was clear that our present assistance program did not meet the realities or needs of the 1970's. It was time for a searching reassessment of our objectives and the effectiveness of our institutions. I therefore named a Task Force on International Development, chaired by Mr. Rudolph Peterson, to explore the purposes and methods of our foreign assistance. Its report, due shortly, will provide the foundation for a new American policy.

One truth is already clear: A new American purpose and attitude are required if our economic assistance is to contribute to development in the new environment of the 1970's. As I stated on Oct. 31 in my address on Latin America:

"For years, we in the United States have pursued the illusion that we alone could remake continents. Conscious of our wealth and technology, seized by the force of good intentions, driven by habitual impatience, remembering the dramatic success of the Marshall Plan in postwar

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ATTENTION TO ASIAN PROBLEMS formed part of President's presentation on International Economic Policy last month. Above, during recent tour to Far East, Eximbank officials Louis R. Damskey, Jr. (second from left) and Don P. Bostwick (right foreground) meet with officers of the Thai Military Bank, Ltd.

Europe, we have sometimes imagined that we knew what was best for everyone else and that we could and should make it happen. Well, experience has taught us better.

"It has taught us that economic and social development is not an achievement of one nation's foreign policy, but something deeply rooted in each nation's own traditions.

"It has taught us that aid that infringes pride is no favor to any nation.

"It has taught us that each nation, and each region, must be true to its own character."

In our reappraisal of the purposes and techniques of foreign assistance, we have already reached several conclusions and we have adopted policies to begin to carry them out:

► Multilateral institutions must play an increasing role in the provision of aid. We must enlist the expertise of other countries and of international agencies, thereby minimizing the political and ideological complications which can distort the assistance relationship. We are already contributing to a number of international and regional institutions: the International Development Association, the Inter-American Development Bank and the Asian Development Bank. I will shortly propose a new U. S. contribution to the Special Funds of the Asian Bank. And I am prepared to respond positively to proposals for replenishment of the resources of the Inter-American Bank and the International Development Association.

► The developing countries themselves must play a larger part in formulating their own development strategies. Their own knowledge of the needs must be applied, their own energies mobilized to the tasks. This is the approach I emphasized in my address on Latin America.

► Our bilateral aid must carry fewer restrictions. I have therefore eliminated some of the most onerous restrictions on the U.S. aid program and have directed that all remaining restrictions be reviewed with the objective of modifying or eliminating them.

Central role

► Private investment must play a central role in the development process, to whatever extent desired by the developing nations themselves. I proposed, and Congress has authorized, an Overseas Private Investment Corporation to improve our efforts to make effective use of private capital. And we have given special attention to the developing countries in our relaxation of restraints on foreign investment by U.S. corporations.

► Trade policy must recognize the special needs of the developing countries. Trade is a crucial source of new resources for them. Thus, as already described, I have proposed and am urging a worldwide and comprehensive system of tariff preferences for the products of developing nations.

But these are only first steps. We are already considering the proposals of the Pearson Commission on International Development, sponsored by the World Bank. When the report of the Task Force on International Development becomes available, I will propose a fresh American assistance program, more responsive to the conditions of the 1970's.

Our new foreign aid program must distinguish clearly among the various purposes our assistance is designed to serve. Economic development requires sustained effort by donor and recipient alike. Assistance for this purpose will be wasted if—prompted by political considerations—it is deflected by the recipient or the donor to other ends. Similarly, we shall not be putting our own resources to their most productive use if we are unable to ensure continuity in our support.

We must focus on the achievement of our real objective—effective development—rather than on some arbitrary level of financial transfer. We shall need to see that various policies affecting the development process—trade, aid, investment—are fully coordinated. And new institutions will be needed to meet the realities and the challenges of the 1970's.

Thus, our assistance program, like the rest of our foreign policy, will be changed to serve the future rather than simply continued to reflect the habits of the past. We have already begun that change. I expect a new approach to foreign assistance to be one of our major foreign policy initiatives in the coming years.

New U.S. unit with corporate base will enlist American investment in developing overseas economies

Overseas Private Investment Corporation will take over AID Private Resources functions along business lines

A quasi-public corporation to enlist U.S. private investment in the world's developing nations—the Overseas Private Investment Corporation (OPIC)—has been legally authorized and is expected to be established by June 30.

OPIC was created as a Federal agency under the policy guidance of the Secretary of State. It will have a joint public-private board of directors, and will reorganize and operate on a business basis the functions of the current Office of Private Resources of the Agency for International Development.

It will thus take over and build upon the following AID programs:

► Pre-Investment Assistance, in the form of informational services and incentive financing, to help U.S. companies identify, evaluate, and develop their own project opportunities.

► Investment Insurance to cover projects against the political risks of currency inconvertibility, expropriation, and war, revolution or insurrection.

► Project Financing, including direct loans of dollars or local foreign currencies and guaranties of private loan or equity investments.

► Technical Assistance, consisting of financial or advisory support for private programs providing technical, professional or managerial know-how to local private organizations in developing countries, with funds transferred to OPIC from AID or other public or private sources.

Role and objectives

OPIC is designed as part of a new emphasis on private enterprise in the total U.S. overseas development effort. One objective is to further U.S. foreign policy by coordinating private projects with government programs which support development of local private enterprise, and which broaden popular stakes in economic growth.

OPIC will complement overall U.S. foreign development assistance by applying incentives selectively to those projects which, while yielding adequate returns for private capital, also yield corresponding benefits to the host country in terms of increased national income, higher levels of employment, improved management and technology, or increased foreign exchange earnings or savings. The Corporation will assist only those projects which contribute to social as well as economic development, which are welcome in the host country, and which are responsive to particular host country development needs.

Another objective of OPIC is to provide a more responsive structure through which U.S. private business management and experience as well as capital can play a greater role in development, and to generate a broader understanding in the American business community of the needs, capabilities and opportunities for private activity in the developing nations.

More businesslike basis

Through private business representation in its direction and management, and a corporate relationship with U.S. investors, OPIC will provide a more familiar business basis for private investment in developing countries.

The Corporation can enter into commercial contracts, sue and be sued, develop an experienced, business-oriented staff and conduct its transactions in accordance with accepted business practices which more clearly assure private investors of their commercial and legal rights and obligations.

By building business confidence and credibility, OPIC can bring private talents to bear on problems of planning and executing development projects and programs, and encourage private resources to share more fully in the responsibilities as well as the benefits of the development business.

OPIC is also designed to expand and put the management of investment incentives on a more businesslike basis, increasing their efficiency, effectiveness, and adaptability to specific project needs.

OPIC programs meet long-established Bureau of the Budget criteria for use of the corporate form of government organization in that they are predominantly of a business nature; they are revenue-producing and potentially financially self-sustaining; they involve a large number of business-type transactions with the public; and they require greater flexibility than the customary type of annual agency appropriation budget ordinarily permits.

OPIC will not immediately generate large new dollar outflows of private capital investment. The balance-of-payments cost of its financial assistance will depend on the extent to which OPIC, with Treasury concurrence, finds it necessary to make its dollar funds available for local currency costs of important developmental projects. Its financial assistance will continue, as under present policy, to be substantially tied to purchases in the United States. OPIC is expected to have a beneficial impact on U.S. exports, through generation of sales of U.S. goods and services directly related to investment.

Powers are listed

OPIC's authorities consist of:

► A new five-year insurance authority of $7.5 billion, calculated in terms of maximum contingent liability, including new authority to enter into multi-lateral insurance arrangements covering multinational projects proportionate to the U.S. investment share.

► A new five-year guaranty authority of $750 million to cover U.S. private loans (up to 75% of the total investment in project from all sources), and up to 75% of equity investments.

► A revolving direct investment fund of $20 million for each of the first two years of OPIC operations to finance dollar loans and purchase convertible debentures and other debt participations. This fund, which will serve as the capital of the Corporation, will be transferred to OPIC by AID from reflows of prior development loans to private and mixed public-private borrowers.

► U.S.-owned local currencies in amounts to be determined annually. In financing projects in countries where these sources of local currencies are not available or adequate, the Corporation can, with the concurrence of the Treasury, permit the use of a portion of its dollar financing, including loans and guaranty agreements, to cover a reasonable share of project local costs.

► A pilot program guaranty authority of $15 million to cover 25% of private local currency loans to self-help agricultural credit and community develop-

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ment projects in five Latin American countries to be selected.

In carrying out its functions, OPIC will take the initiative in actively seeking qualified prospective projects and emphasizing programs of project identification and promotion to help investors develop opportunities. It will foster project-generating "second tier" intermediate financial and investment institutions to promote and finance suitable projects. It will set up special facilities to assist small, as well as medium-size and large investors.

Self-sustaining operations

OPIC will conduct its financial operations on a self-sustaining basis. It will consider the economic and financial soundness of projects to be assisted, and take into account the availability of financing on appropriate terms from other sources. OPIC will finance administrative expenses and costs of investment promotion activities out of earnings of other accounts (e.g., interest, and fees charged for insurance, guaranties, promotional and other services).

In its financial assistance, OPIC will rely primarily on its authority to guaranty privately financed projects, making direct loans and other debt participations only as necessary to enable important developmental projects to go forward. The Corporation will attempt to further broaden private participation in development and to revolve its funds by selling investments in its portfolio to private investors.

OPIC is precluded from making direct equity investments. It also is precluded from making direct loans to, or financing the survey of, extractive projects. No more than 10% of OPIC's insurance or guaranties may be issued to a single investor.

A portion of existing appropriated and accumulated reserves (approximately $85 million) will be allocated to separate insurance and guaranty reserves. These will be supplemented by an appropriation of $37.5 million and allocations from future earnings of the Corporation. OPIC is authorized to request Congressional appropriation of such amounts as may be necessary to meet insurance and guaranty claims not covered by the reserves, which are ultimately backed by the full faith and credit of the U.S. Government. Guaranty reserves will be maintained at a ratio of 25% of outstanding liabilities.

Organization and coordination

OPIC will be governed by a joint public-private board of 11 directors appointed by the President of the United States, with the advice and consent of the Senate. A majority (six) of the directors will be appointed from private life, including one each experienced in the fields of small business, organized labor and cooperatives. The chairman of the board will be the Administrator of AID ex officio. OPIC's president-chief executive officer, whose private business experience will be taken into account in the appointment, will serve on the board. The remaining three government directors will be representatives of departments and agencies charged with U.S. foreign economic policy and program responsibilities.

OPIC will closely coordinate its policies and programs with AID and other agencies concerned with foreign economic policies and programs, such as the Departments of State, Commerce, Agriculture and Treasury and the Export-Import Bank. OPIC will concentrate on longer-range projects involving private investment in the developing countries and thus not duplicate or conflict with the export promotion and financing activities of Eximbank or the Commerce Department. To the extent feasible, it will assist in the formulation of country development plans and programs to ensure that public and private projects are complementary.

Separate OPIC staff

The Corporation, headquartered in Washington, will develop its own staff, coordinating with, or making arrangements for use of, State/AID Embassy and overseas Mission staffs. OPIC officers and staff will be subject to Civil Service and Classification Act requirements except for 20 excepted appointments, of which eight may be compensated at salary levels comparable to grades GS 16-18.

For further information on OPIC, write to the Office of Private Resources, Agency for International Development, Washington, D.C. 20523.

Corporate concept has precedents

OPIC reflects a growing trend toward the use of specialized corporations to promote private investment in the developing countries. Successful examples of the corporate approach include the private multi-national Atlantic Development Company for Latin America (ADELA), the World Bank's International Finance Corporation, West Germany's German Development Company and the U.K.'s Commonwealth Development Corporation. (Legislation establishing a Finance Corporation for Developing Countries is now before the Parliament of the Netherlands).

An earlier proposal by Senator Jacob K. Javits (R-NY), co-sponsored by ten other Senators, called for a U.S. Federally-chartered Peace-by-Investment Corporation. In March 1968, following extensive hearings, the House Foreign Affairs Sub-Committee on Foreign Economic Policy, chaired by Representative Leonard Farbstein (D-NY), also endorsed the corporate concept.

In April 1968, the Congressionally-chartered International Private Investment Advisory Council to AID (IPIAC) decided to study this approach to private investment incentive programs. Subsequently Senator Javits sponsored an amendment to the Foreign Assistance Act of 1968 calling for a Presidential reappraisal of all U.S. foreign assistance programs, with specific analysis and consideration to be given to proposals for a Federally-chartered corporation "designed to mobilize and facilitate the use of U.S. private capital and skills in less developed friendly countries and areas."

In December 1968, IPIAC endorsed the proposal and submitted to AID its recommendations for establishment of such a corporation. OPIC subsequently was specifically endorsed by the U.S. Chamber of Commerce, the Committee for Economic Development, the National Association of Manufacturers, and the National Foreign Trade Council.

Other advisory groups have supported either the corporate concept or OPIC specifically, including former President Johnson's General Advisory (Perkins) Committee on Foreign Assistance Programs, the National Planning Association, a task force of the National Association of State Universities and Land Grant Colleges, the World Bank's (Pearson) Commission and the Rockefeller task force. President Nixon's (Peterson) Committee on Foreign Assistance is expected to make recommendations to implement OPIC's programs and activities.

The legislation proposing the Overseas Private Investment Corporation was the result of the Administration's analysis and consideration of the IPIAC and related proposals.

REECs swap ideas: 'one-on-one' and 'two-company survey'

Techniques to promote U.S. exports shared at Chicago

In Cleveland, they call it "one-on-one," with a company experienced in exporting leading another company still wholly concerned with U.S. customers into the overseas field. In Minneapolis, the term is "two-company survey," and each export-expansion-minded firm offers its assistance to two other companies introduced to it as potential exporters. In Milwaukee, export promotion efforts flow into a private counseling service, available to possible exporters in their own plants or in the plants of the donor firms.

In St. Louis, it is a matter of public recognition: new exporters get "first export step" pins, and, later, "golden export step" pins on completion of the first export sale. In Des Moines, potential customers for Iowa products—foreign students—are welcomed by the State's industries for brief or extended visits.

These were some of the ideas exchanged last month when leaders of eight Midwest Regional Export Expansion Councils (REECs) met in Chicago, on the eve of the Mid-America World Trade Conference there. Additionally, each of the councils reported on its seminars, workshops, orientation courses and other educational or promotional events aimed at businessmen in the Midwestern States.

It was the fourth such meeting to bring together area REEC leaders, and the second to be held in Chicago. Carl F. Gerstacker, Midland, Mich., chairman of the overall National Export Expansion Council, was a participant.

Robert McLellan, Deputy Assistant Secretary of Commerce for Business Development, and Bureau of International Commerce Director Harold B. Scott led a team of Commerce Department trade specialists that conferred with the REEC members in panel discussions on financing, taxation, export promotion and transportation.

Argentina eliminates state manufacturing conglomerate

In a rationalization move which will eliminate a state-owned manufacturing conglomeration, the Government of Argentina has decreed the liquidation of the National Bureau of State Industries (Direccion Nacional de Industrias del Estado, or DINIE), auctioning off or otherwise disposing of its remaining assets. Two industrial sectors in which both private and state-owned (but not DINIE) enterprises play important parts—electricity, and iron and steel—showed significant 1969 production increases. The state-owned petroleum company, YPF, inaugurated its brand-new loading facility at the port of Bahia Blanca, which will enable deep-draught tankers to load petroleum piped to the coast from western Argentina, by means of an offshore pipeline extension anchored to a buoy in deep water.

VISITS BY TOP MANAGEMENT OFFICIALS, seen a proven technique for effective selling overseas, are especially so in Japan, where strong emphasis is placed on the personal relationships between businessmen. Here, the service manager for the Coleman Instruments Division of Perkin-Elmer Corp., Leonard Uecker, addresses a week-long seminar in Osaka which his firm conducted for service personnel of its Japanese dealers. Also on hand for the seminar were Coleman's general manager and marketing director.

AMA will assist on world advertising week in New York

Over 20 associations expected to participate in June event

At the request of the International Advertising Association, Inc. the American Management Association will handle program and meeting details for World Advertising Week, sponsored by IAA, to be held in New York June 8-12.

More than 20 advertising, marketing and management associations in the U.S. and around the world will be participating in the advertising event, to be highlighted by a world advertising forum at the New York Hilton Hotel on three days of the week.

Delegates from more than 50 countries are expected to attend the sessions on the theme "World Business/World Advertising: In the Public Interest, In the Public Service."

The week's program will emphasize various aspects of the social responsibilities of international business and concentrate discussion on how business and advertising can best serve the public. Public interest and public service campaign possibilities will be studied.

One of the purposes of the meeting will be to launch a new International Institute of Advertising under the sponsorship of the IAA and other leading associations and major international businesses, including advertisers, advertising agencies and media.

Additional highlights of the week include a World Advertising Leaders Luncheon, a World Advertising Associations Luncheon, and a World Communications Luncheon, sponsored by the IAA and the Rotary Club of New York.

World strategy seminar for corporations scheduled

Nine corporation executives, international lawyers and business administration lecturers will participate in a seminar on "Worldwide Corporate Strategy" Mar. 18-20 sponsored by the American Management Association at its New York headquarters.

For information **write** American Management Association, Inc., 135 W. 50th St., New York, N.Y. 10020.

XUM

MID-AMERICA TRADE CONFERENCE

All world problems seen affecting export outlook

Chicago conferees told that trade climate is a function today of total environment

By ARTHUR P. McDERMOTT
Staff Writer,
Office of Publications & Information, DIB

"The world is getting smaller, the problems are getting bigger, and time is getting shorter." They didn't all say it the same way or with the same urgency, but that was the general thrust of speaker after speaker at Chicago's 33rd Mid-America Trade Conference.

In eleborating on the conference theme —America's Changing Role in World Trade During the '70s—the speakers invariably saw a strong growth in the volume of world trade, but also very often found the world businessman's role spilling over into areas not usually associated with the marketplace.

Former businessman Robert McLellan, who last year became Deputy Assistant Secretary of Commerce for Business Development, struck this theme at the first general session by asking the hundreds of exporters from the nine-state midwestern trading area to examine "the broad spectrum" of world problems, with an eye to what business can do to help solve them.

The basic problem, as McLellan sees it, is the world's staggering population growth, which will result in a world of 30 billion people 100 years from now if continued at the present rate. "There's a limit to the crew any space ship can carry, even the earth," McLellan said. "Unless world production and distribution of goods and services keep pace with the expanding needs and aspirations of this rapidly expanding population, the whole world will suffer—not just the less developed nations but also the industrial countries, including the United States."

He called economic development the only proven method of birth control, because thus far only developed societies have been able to contain population growth.

To exert even more effective leadership, our nation must remain strong—strong internally and strong internationally. Our strength will depend upon joint business-government participation in resolving the problems and issues created by the unprecedented changes taking place at home and abroad, McLellan said.

Business and government must work closely together to correct our international weaknesses, such as our balance of payments deficit and our reduced trade surplus. We must deal more effectively with inflation, export credit, tax incentives, non tariff barriers and related problems which impair the international competitive strength of U.S. business, he declared.

"The Government will need not just the tax dollars of businessmen, but also their tangible support on the whole range of national problems, and, from time to time, some of your best manpower."

Figures losing magic

Pan American World Airways President Najeeb Halaby had much the same message, and strongly reflected the new emphasis on the quality of the environment.

The familiar litany of coming riches and American technological triumphs is not entirely satisfying, according to Halaby. He said "The magic is going out of numbers and we are losing our capacity to be astounded by statistics. More importantly, we are beginning to question how well the statistics really measure progress. It's not how much we consume, but what satisfaction does it give us? It's not just how fast we can travel, but to what point and purpose? It's not just how great the wealth we will amass, but what values shall we create?

"These are questions that ought to be asked. I think that for too long businessmen have regarded volume success as the yardstick of service, assuming that any company or industry which is doing well must also be doing good. That assumption is just not valid. In my judgment, our economic fortunes in the future may be less shaped by the capricious forces of the old marketplace and will increasingly be determined by the consciously planned and articulated goals of society. The test of the individual private enterprise will be to find profitable opportunity in addressing itself to the newly felt needs of our time.

"Civilization as we have shaped and used it is clearly headed for a grand shaking-up. We face times of great testing, and, at the same dynamic moment, I believe they hold exhilarating prospects for all who are engaged in travel and trade. I am convinced that the natural growth we have come to expect will be spurred to higher levels by intensified efforts to preserve the environment and to elevate the material condition of man," he said.

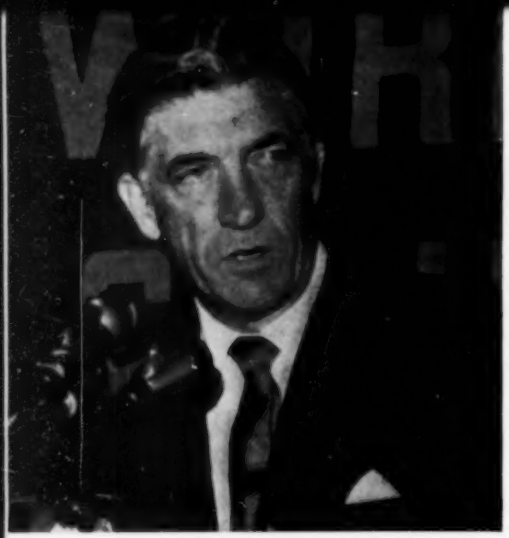
Halaby called for major urgency in redressing the imbalance between the have and have-not peoples of the world, saying that here at home we have already seen that permitting islands of deprivation to persist in a sea of affluence amounts to living next to volcanoes.

The gap between the rich nations and the less-developed lands is widening, he said, and our efforts to close it are slackening—this at the very time when modern communications make the disparity more vivid and galling for those on the short end of it. The poorer countries are squeezed between a decreasing share of world exports and mounting prices for the goods they must import.

At least for the short term, Halaby recommended that U.S. initiatives should include a call for some preferential treatment of the lesser developed countries, that they might be afforded the means of earning their way along a difficult course. "Our compassion for their plight does not demand charity; it does necessitate common sense."

Enormous thrust for change

"The challenges are plentiful, the thrust for change enormous," Bureau of International Commerce Director Harold B. Scott told a session on Trade Policy and Trade Barriers. He said today's need was not for bold new programs, but to hold the pieces of the international trading structure together. He pointed to the tendencies of the EEC to create an insular regional marketing area of Europe, and some indications that Japan may be building the beginnings of a regional marketing



THE MAGIC IS GONE from marvelous figures on trade and economic growth, Pan Am President Najeeb Halaby told conference. (All photos courtesy of the Chicago Association for Commerce and Industry)

FROM COMMERCE, Robert McLellan called for world population control through industrial development, while Rauer Meyer, below, did not foresee any short-run lowering of the current East-West trade barriers.

area in Southeast Asia, as well as the traditional U.S. eminence in Latin trade.

"It is not only our job to break down the specific problems we have with the EEC, Japan and other areas, but we must provide the glue that holds the whole system together so that it doesn't fragment and fall apart," Scott said. One new initiative he did refer to is the proposed Domestic International Sales Corporation (DISC), which would defer taxes on export profits made by a firm deriving virtually all of its income from exports until such time as the profits are distributed to the shareholders. The taxes would be paid by the shareholders. "This is one indication of the very fair wind for world trade that is blowing out of Washington," Scott said.

As another instance of this "new wind," Commerce Department investment and financing official S. Stanley Katz cited a "fundamental change in the Eximbank's attitude. The Bank is no longer the best-kept secret in Washington. They really want to do business. They're moving into coverage for foreign bank lending for U.S. exports and have initiated some action on local currency coverage. They're also using direct loans in combination with commercial credits to bring about a competitive interest rate." Katz also reviewed the Bank's discount program and other export expansion activities.

Selling capital goods

Regarding sales of capital goods in the international marketplace, Warren J. Holmes, director of marketing for Allis-Chalmers, Milwaukee, ticked off five essentials:

- engineering know-how
- expertise in worldwide sourcing
- global financing
- knowledge of international law
- trade logistics

"Marketing multi-million dollar turnkey projects such as cement plants, iron ore pellet plants and hydroelectric plants, is accomplished by a high degree of on-the-spot team effort, accompanied by a great deal of patience," Holmes said.

"In selling total capability, our consideration goes beyond our customer. When we sell a cement plant, we had better be thinking of the government, contractor or private party who will ultimately buy those bags of cement. We must do our part to see that our customer has an attractive, competitive product to sell," he said.

For a medium-sized firm in world trade, James N. Farley, president of the "E" Award-winning SpeedFam Corporation, prescribed one basic requirement: top management must be completely convinced that exporting is a major goal of the company.

"To give you an idea of our enthusiasm, we have participated in exhibitions in England, two in Germany, Tel Aviv, two in Japan, Mexico and Brazil. When I report to you that on the average each dollar spent on these exhibitions including transportation of all personnel and equipment to and from the foreign market, exhibit space, exhibit construction, and incidental expenses, has returned $5 in equipment sold at the exhibition itself and over $25 in sales within the year following.

"Seeing someone come to the stand with a catalog turned to your company and further, asking for you by name, is something you do not soon forget. I'm also constantly amazed at how much information I can get simply by asking," Farley said.

Investment outlook

The worldwide outlook regarding nationalization and expropriation was described by New York University professor and former State Dept. official Andreas F. Lowenfeld: "On the whole, things could be a lot worse."

He attributed many of today's problems in this area to the easy optimism of the early 1960s, when it was assumed that all the developed nations had to do was transfer some of their industrial expertise to the developing world, and economic growth would proceed more or less automatically. Today, U.S. investors simply have to stop looking at themselves as benefactors of the host country, according to Lowenfeld.

"The investor should be clear—to himself as well as to the host country—that his purpose in making the investment is profit," he said.

"Profits are nothing to be ashamed of, but if an investor pretends to wear the mantle of a benefactor and always stresses its contributions to the host country, he will in the end be thought of as a hypocrite.

"It is probably true that in a majority of cases a foreign investment is good for a less-developed country. But this is by no means universally true. Investment isn't foreign aid; it doesn't go where the resource gap is, it goes where the raw materials or markets are. It doesn't even go to the nations where it is most welcome," Lowenfeld said, pointing out that despite great risks of expropriation, it is still possible, with the prospect of large and rapid profits, to put together a large investment—such as the recent consortium to explore Peruvian copper deposits.

"Cutting off aid in retaliation is likely to harm chances of a settlement, perhaps even kill it," according to Lowenfeld. "I'm happy to have seen some U.S. firms recently ask the State Department to go slow in implementing the provisions of the

Hickenlooper Amendment, in the expectation that they could work out a settlement without using additional pressure."

"As to the future, what we can look forward to is an ongoing, continuous, ambiguous situation, but it will get better the sooner we avoid the question of who's doing whom a favor."

Another point of view

Looking at investments from another angle, that of the firm that actually makes them, Caterpillar Tractor Vice President John G. Montag emphasized that any time an enterprise is established abroad, the government of that country becomes a partner. "That government may not hold shares and only rarely does it contribute capital. However, since our enterprise will pay taxes, its employees will pay taxes, we will train people, we will transfer new technology, and a network of supporting industry will evolve, the government shares in the operation and its profits. Yet, since it has no direct investment, it never shares the risks or losses—it can only gain," according to the Peoria, Ill. executive.

Knowing the size and nature of the market is essential, but knowing the economic and political climate becomes at least of equal importance, Montag said. "Climate is more important than incentive. As a matter of fact, the incentive, where incentive is required, is often merely a pretty ribbon on a shoddy package. Of what value is an exemption from income tax in the costly period of start-up when losses, rather than profits, are experienced? Of what value is the gift of a plant site in a location where no worker skills exist, no suppliers exist, where materials must be shipped in and product shipped out?"

He said that wherever possible Caterpillar prefers to enter a new market first with replacement parts rather than complete machines. In this manner the firm can determine the ability of the national industry to develop quality at a reasonable cost and, of equal importance—within a predetermined time. Then, in the event the local supplier is unable to furnish the required quality or value on time, a firm loses only that part. "If a firm is committed to build a product with thousands of component parts, and one supplier fails, the product, the employment, the entire enterprise is in jeopardy. Consequently, you need either suitable suppliers and materials within the market or the assurance of freedom to import such materials until local availability of quality at an economic price becomes feasible."

Assuming the proposal appears feasible, Caterpillar endeavors to identify various areas of sensitivity. The study is based upon various assumptions. If the presumption of cost or productivity of labor is wrong, how sensitive is the profitability to labor? If the country of study might impose price controls, how sensitive is the outcome to price?

"The sensitivity tests enable you to place into perspective the impact of many of the unknowns. You may be surprised, as we have been on occasion, to find one element of cost, painstakingly verified, could vary as much as 50% with little major effect, but another more sensitive one could not vary more than 10% without disaster. It is through this sensitivity test that you can identify where you can bargain and where you must stand firm," Montag said.

Multi-national firms

Perhaps the most significant characteristic of the increasingly evident multi-national company as contrasted to the international company is that, in the former, attitudes work both ways. This is the verdict of Abbott International President George W. Young. "Ideas and techniques don't just travel in one direction—from the parent company in the United States to the affiliate overseas," according to Young. "Ideas and techniques flow in both directions—back and forth. The entire corporation is strengthened in the process. One of the specific characteristics of a multi-national company is that there is no separate "international" division, but rather a world-wide representation at the corporate level.

This is true of Abbott, where Young is one of the members of the Chicago firm's senior executive committee which is concerned with all corporate operations, wherever located.

This committee concerns itself just as intimately with such problems as the construction of a factory on the other side of the world as well as, for example, with a purely U.S. matter such as a local merger or acquisition.

"In the years that lie ahead, we shall be given wonderful opportunities to fail, but at the same time we will have magnificent chances to succeed. I'm inclined to think that our best chance will occur as we increasingly break down the walls of provincialism, both mental and physical, that tend to compartmentalize us and as we indeed become increasingly multi-national in all our thinking."

Budget Director Robert P. Mayo reminded the traders that "since 1963, the prices of U.S. exports have risen by 15% while the average prices of exports of other industrial countries are up by only 7%. American goods have thus become the losers."

"As a complement to its fiscal and

NEW ADMINISTRATION'S POLICIES for checking inflation and strengthening the U.S. position in world trade were outlined by Budget Director Robert P. Mayo at the conference's second-day luncheon.

REPORTING FROM COMMERCE, BIC's Harold Scott, above, saw plentiful challenges ahead for U.S. exporters, while Stanley Katz, below, described the "fundamental change in the Eximbank's attitude."

monetary measures, the Administration has taken a number of steps to assist U.S. exporters. It has tried to make tourist travel to the United States more attractive, and has encouraged foreign investments in the United States. The Export-Import Bank has almost doubled its export credit facilities. Net budget outlays for the Export-Import Bank in 1970 are $460 million higher than in the budget we inherited a year ago." Also, according to Mayo, "the Federal Reserve has supported the export campaign by giving commercial banks greater flexibility in financing U.S. exports."

Call for citizen committee

William Graham Cole called for a committee of enlightened and concerned citizens to call attention to the need for economic assistance to the developing world, much as the William Allen White Committee of the 1930s pointed to the dangers of the rise of Hitler.

"Obviously, such a committee would have to display more than mere idealism," said the Director of Chicago's Council on Foreign Relations. "One has to be fully aware of the fact that there have been many 'goofs' in some of the foreign assistance programs of the past decade, and there should be no attempt to conceal those mistakes. The portrait has to be done showing all the warts. But both the reports of the Committee for Economic Development and the Pearson Commission take full account of past errors and point the way toward their correction. The problem is that these highly significant documents remain totally unknown to the vast majority of the citizenry. What needs to be done is to present the facts—all the facts to the American public."

Dr. Cole continued, "I think we ought to explore the possibilities of multi-lateral aid much more than we have done. To channel our contributions through the United Nations, or regional organizations, would remove any suspicion of American imperialism, of Yankee domination. The machinery already exists to examine proposed projects in such fields and to determine their worth, their potential contribution to the development of a given country, and we are in a much better position than we were a decade ago to prevent money being wasted in ill-conceived and ill-administered philanthropies.

"But as for assistance to and investment in the productive economies of the developing nations, I think it is clear that these must be established in ways that enable them to become rapidly self-sustaining, which means that they must show a profit," he said.

Rauer H. Meyer, director of the Commerce Department's Office of Export Control, told the conference not to expect any immediate lessening of the barriers to trade with Communist nations. "It's unlikely that most-favored nation treatment will be extended to any more Soviet Bloc nations in the near future," Meyer said, "particularly in view of the Czechoslovak crisis of 1968 and the continuation of the Viet-Nam war."

While emphasizing that significant changes are not probable in the near future, Meyer also said that many of the same Congressmen who played leading roles in the recent passage of the Export Administration Act of 1969 have expressed an interest in attacking the remaining impediments to this trade. Thus, it is not inconceivable that there will be more action in this area.

"In the long run, though, I think the adverse effect of export controls has been exaggerated," Meyer said. "These controls affect specific items, so they relate more to the composition of trade than to the levels of trade."

The importer's side

Speaking for importers, Gerald O'Brien reminded the conferees that the nine-state Mid-America trading area has a big stake in keeping the channels of free trade open—a total of $13.6 billion worth of goods sold abroad during 1969. "It's become almost respectable to introduce import quota bills," said the executive vice president of the American Importers Association. The best way to insure a continuing flow of exports out of the Mid-America region, according to O'Brien, is vigorously protesting against any form of import regulation which could result in foreign retaliation against the region's projects.

Argentina gets 10% of U.S. investment in Latin America; ranks 4th in total

Venezuela, Brazil and Mexico surpass $1.15 billion figure; about 70% of overall investments have gone into manufacturing

U.S. direct investment in Argentina increased in 1968 to approximately $1.15 billion. Argentina's importance with respect to U.S. investment was exceeded only by that of Venezuela ($2.6 billion) and by Brazil and Mexico with about $1.5 billion each. Argentina accounts for approximately 10% of overall U.S. direct foreign investment in Latin America and 2% of the total overseas investment.

The greater part of U.S. investments in Argentina, $815 million, took place in the period 1958-68. About 70% of overall U.S. investments have gone into manufacturing. Income in 1968 from U.S. investments was $94 million.

Should rise substantially

Although 1969 figures for U.S. investment are not yet available, U.S. investments in Argentina are expected to rise substantially this year and in succeeding years. Dow Chemical has already announced it intends to invest $100 million in petrochemical development.

According to information compiled by the Council for Latin America, of the 650 U.S. manufacturing affiliates (majority U.S.-owned and employing 100 or more people) operating in the region in 1966, 90 were located in Argentina, versus 175 in Mexico and 125 in Brazil. The U.S. companies in Argentina employed 79,154 local people and 184 U.S. personnel, of which 45% were managerial and the remainder technical, chiefly in the areas of transportation equipment, machinery (excluding electrical), chemical and allied products, and food products.

Sales in 1966, according to the Council, totaled $1,250 million; exports, $113 million (13.6% of total), of which $63 million went to the United States.

Expenditures totaled $1,100 million broken down as follows: materials and supplies, $736 million; wages—salaries—social benefits, $325 million; and taxes, $128 million.

Estimates of the direct investments of other countries in Argentina is very fragmentary. Judging from authorizations granted for investments over the ten years 1957-66, the United States accounted for 64% of all foreign direct investment. Other countries were: Switzerland, 8%; Germany, 6%; the United Kingdom and Canada, 5%; and Holland and Italy, 4%. Total U.S. investment of $1.15 billion compares to rough estimates for the United Kingdom and Germany of $450 million and $1.1 billion respectively. The following industries have been principal recipients of foreign investment: chemicals and petrochemicals, 26%; motor vehicles, 23%; petroleum, 21%; and metals, 14%.

XUM

Two Chicago-area exporters win 'E' Awards for overseas shipments of hospital and metalworking items

AMED Int'l of Chicago and SpeedFam Corp. of Des Plaines accept honors from McLellan at Mid-America Trade Conference

President Nixon's "E" Award for excellence in developing U.S. export trade has been presented to two Chicago-area companies by Robert McLellan, Deputy Assistant Secretary of Commerce for Business Development.

The presentations were made at a Chicago World Trade Conference luncheon in the LaSalle Hotel. Accepting the awards on behalf of their companies were Alexander M. Tar, president of AMED International Corp., Chicago, Ill., and Stephen Boettcher, Chairman of the Board and James N. Farley, president, for SpeedFam Corp., Des Plaines, Ill.

AMED Corp. is a cooperative export organization for specialized hospital and medical equipment and products. SpeedFam Corp. is a manufacturer of machine tools and metalworking machines.

The organization serves as a single source of supply for a wide range of hospital equipment and products provided by the cooperative group of manufacturers or purchased from other sources, as a special service and convenience to the foreign customer.

AMED was incorporated in 1964 and now serves customers all over the world. It has 58 representatives in 39 countries. The company's multilingual staff travels abroad extensively visiting customers and prospects, conducting market studies, and giving lectures on clinical applications of equipment before medical audiences.

Van goes to customers

The catalogs, brochures and direct mail in its sales promotion program are printed in various languages. A mobile van has been utilized in a new program to reach hospitals in remote areas of Central America and Mexico to acquaint prospects with products by actually demonstrating their use and application.

Medical films (showing clinical application), color slides, training films are projected and lectures are presented to nurses, hospital administrative personnel and physicians. Literature and catalogs are also distributed at these sessions.

SpeedFam Corp. began vigorous promotion of the export market in 1965. It established a corporation goal to make 25% of its total sales in the overseas market. SpeedFam equipment is now in use in 30 countries around the world.

For marketing free-abrasive machining equipment in the Western Hemisphere, SpeedFam works with an affiliate firm, SpeedFam Trading Company, which has representatives in Canada, Mexico, Brazil, and Argentina by machine tool distributors.

SpeedFam's representative in Canada has done an outstanding job in developing new business. SpeedFam shipments to Canada are rapidly increasing.

SpeedFam has tripled its export sales in the period 1967-69 through extensive trade show participation. The European and Near East market is presently its largest single export market but it is moving ahead in Latin America and the Far East with sales programs.

The initial European marketing effort was made by participation in the London International Engineering Exhibition in 1965. During the exhibition a small quantity of SpeedFam machines were sold, and an excellent distributor for the U.K. was appointed. Sales have increased rapidly, and this is now the strongest market for SpeedFam in Europe.

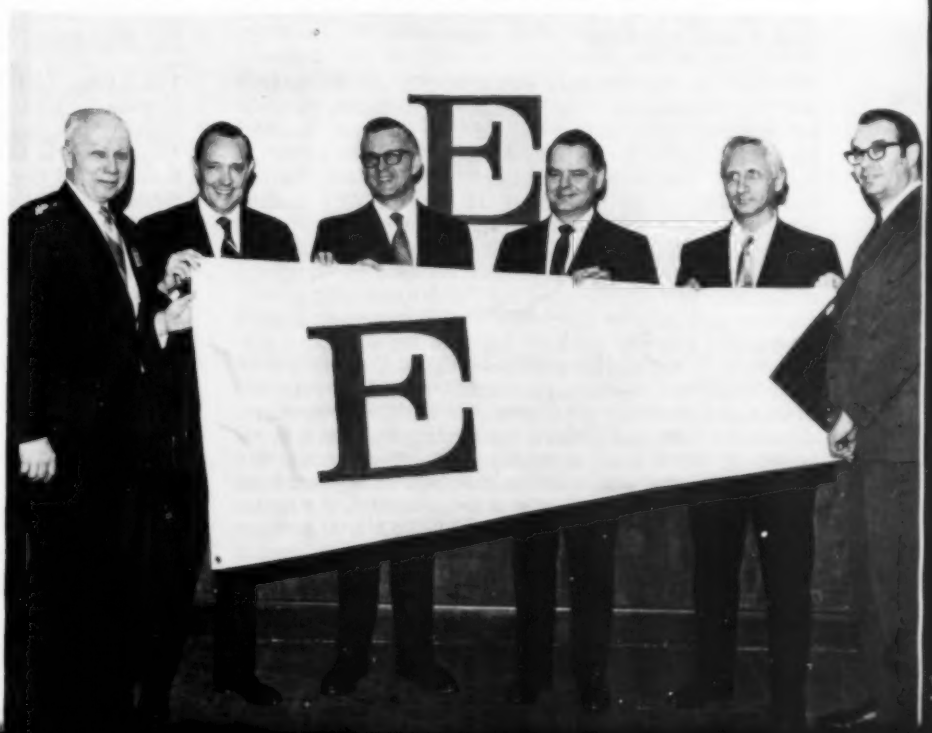
Organized sales network

In October of 1965, a European representative was appointed, who had a background in the machine tool industry in France, and spoke five languages. He organized a sales distribution network with exclusive distributors in each of the European countries. Simultaneously with this basic sales work, he translated the SpeedFam catalog into both German and French.

Citations signed by Secretary of Commerce Maurice H. Stans on behalf of President Nixon point out that the energetic international marketing programs of both companies reflect credit on management, employees and the American free enterprise system.

The "E" Award consists of the citation, the blue-and-white "E" flag, and "E" lapel buttons.

PRINCIPALS IN 'E' AWARD CEREMONY display the flag at Chicago Mid-America Trade Conference: from left, Anthony J. Buchar, director of the Commerce Dept.'s Chicago Field Office; Robert McLellan, Deputy Asst. Secretary of Commerce for Business Development, who made the presentations; Stephen Boettcher, chairman of the board of SpeedFam Corp.; James N. Farley, president of SpeedFam; Alexander M. Tar, president of AMED International Corp., and conference official Thomas H. Miner.



United States overseas

U.S. firms interested in entering exporting for the first time or seeking to expand overseas markets, will find assistance in the columns below listing details of future U.S. overseas activities.

Sales opportunities in eight U.S. exhibitions at commercial trade fairs around the world, two specialized foreign trade missions and 23 shows at the eight U.S. Trade Centers are being offered to present and potential U.S. exporters between now and Nov. 20, 1970. The shows and commercial fairs are planned after market research indicates a demand for a particular category of products.

Currently, 9 upcoming Trade Center and trade fair exhibitions are sold out.

Other opportunities of interest are America Weeks and the Sample Display Service. The latter is more fully described in a special notice accompanying this list. America Weeks displays are overseas retail sales promotions of U.S. consumer goods.

Of the 34 events in 12 nations and regions for which the Bureau of International Commerce is now seeking exhibitors, Germany will host six, France will host five, the United Kingdom, Sweden, Japan and Italy will host four each, Thailand will host two, Canada, Yugoslavia, Mexico, and Australia one each and a trade mission will tour Southeast Asia.

Each Trade Center exhibition is limited to one particular line of products. Centers are located in London, Bangkok, Milan, Frankfurt, Stockholm, Sydney, Tokyo and Paris.

For further information on the Trade Center shows described in this listing, or for more facts on U.S. exhibitions at overseas trade fairs, **write:** Commercial Exhibits Program, BIC-932, U.S. Dept. of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad to promote the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, while others are originated and paid for by various U.S. industries with Government approval and assistance. **Write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

The following calendar of upcoming American trade promotion activities is based on the latest data available. It appears regularly in the first issue of INTERNATIONAL COMMERCE each month.

PULP AND PAPER EQUIPMENT. United Kingdom. The United Kingdom is unique in the pulp and paper industry. It is the largest producer-consumer in Western Europe, and, the world's largest importer of wood pulp and pulpwood. To maintain this precarious productive strength, this British industry is being forced to streamline its operations and to automate processing. More efficient and profitable operational systems and equipment are being sought from U.S. manufacturers. For complete details on this opportunity in the United Kingdom, telephone Lee W. Swift, 202-967-4461. **London Trade Center. Apr. 6-10.**

MATERIALS HANDLING EQUIPMENT AND COMPONENTS, Scandinavia. The Scandinavian countries comprise an estimated $300 million market for materials handling equipment with imports supplying about one-third of the requirements. Sweden alone represents a $150 million market and accounts for nearly half of all imports. With demand growing for all types of labor-saving and handling equipment in the Nordic countries, this April 1970 show in Stockholm will offer U.S. manufacturers of materials handling equipment and systems an excellent opportunity to broaden their product exposure and increase their sales in this expanding market. Strong sales potential has been indicated for automated storage, retrieval, and inventory control systems, mobile and overhead lifting and carrying equipment, industrial trucks, hydraulic and electrical components, remote controls, related accessories, and maintenance equipment. This show is expected to benefit from a meeting of the Swedish Materials Handling Society, with over 900 members throughout Scandinavia, to be held in Stockholm at the same time. For further details about this exhibition, call 202-967-5751. **U.S. Trade Center for Scandinavia, Stockholm. Apr. 13-18.**

HI-FI AND STEREO EQUIPMENT EXHIBIT. Germany. Since German sound enthusiasts are increasing in number and are becoming more sophisticated, their quest for better sound reproduction offers new opportunities for U.S. manufacturers of hi-fi and stereo equipment. The U.S. share of this market now exceeds $10 million and as market indicators show, demand will continue at a high level. Germany has purchasing power and the right marketing and distribution system to make this exhibit a success for dealers, distributors and consumers. More information is available from Andre Williams; call 202-967-2425. **Frankfurt Trade Center. Apr. 14-19.**

TOURISM AND CONSTRUCTION TRADE MISSION. Yugoslavia. Following the success of a November 1969 specialized trade mission to Yugoslavia featuring representatives from the tourist industry, a follow-up mission in April has been formed. The Commerce-organized mission will offer opportunities to officials of U.S. companies in the tourist and construction fields to contact directly the growing Yugoslav markets for these services. The mission will visit major tourist centers as well as the Zagreb Spring Fair, where members will be able to meet over 200 buyers of the Yugoslav tourist industry. For further information call Paul Mayer, 202-967-2232, or write Trade Missions Division, U.S. Department of Commerce, BIC-926, Washington, D.C. 20230. **Trade Mission to Yugoslavia. Apr. 15-25.**

HANOVER AIR SHOW, Germany. The specialists of the aircraft and aircraft components fields will be present at the Hanover Air Show in 1970, the second largest air show in the world and held every two years. The growth of the German aero industry centers around both military and civilian expansion. In the military field Germany will spend approx-

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promotions scheduled

imately $1 billion over the next five or six years on U.S. aircraft. The ten major commercial airports will spend $335 million on expansion and modernization in the next 2½ years. They expect an increase in passenger traffic from 18.6 million in 1967 to 70 million in 1977—a 375% increase in ten years. Firms wishing to participate in this outstanding exhibition should telephone 202-967-4073. **German Aviation Show. Hanover 1970. Apr. 24-May 3.**

DATA PROCESSING TRADE MISSION/SEMINAR TO SOUTHEAST ASIA. The use of computers, only a few years ago almost exclusively limited to government and education, is now increasing rapidly in Southeast Asia. Today, Asian businessmen and industrialists are looking to the field of computer science for assistance in solving management problems ranging from production and inventory control through billing and payroll. Hardware, software and firmware are each finding growing demand throughout the area. U.S. companies, as a result of their participation in a previous event, projected sales of computer hardware and software valued over $6 million for the period July '69-June '70. Commerce is organizing a Trade Mission/Seminar for Apr. 29-May 9. The Mission/Seminar will operate in Taipei, Djakarta and Singapore. U.S. firms producing computer hardware, software or peripheral equipment and are interested in furthering international sales of their products should call 202-967-4858. **Southeast Asia Touring Data Processing Trade Mission/Seminar. Apr. 29-May 9.**

ADVANCED MEDICAL EQUIPMENT EXHIBITION. France. Sales of American made medical equipment to France are rising. Improvements in medical care are causing a growing demand for a wide range of items. The U.S. sold almost $5 million worth of medical equipment to France in 1968, up from $2.3 million in 1966. Prospects for greater sales are promising. The outlook is particularly good for specialized devices and recently developed equipment. For further information on the market and exhibiting in this promotion, telephone Charles M. Whitley, 202-967-4961. **Paris Trade Center. May 11-15.**

METAL SURFACE TREATMENT EQUIPMENT AND SUPPLIES. Japan. Continued expansion of Japan's industry has generated an expanding demand for the most advanced metal surface treatment equipment and supplies. Japanese demand for metal surface treatment equipment totaled $83 million in 1968, half of which was for plating equipment. The majority of this equipment was used by the major firms in steel, automobile and electrical machinery industries. Based on the estimated annual increase in demand of 10%, consumption of metal surface treatment equipment is expected to total $111 million by 1971. The latest fully automatic plating equipment is expected to have strong demand as is electrostatic powder plating equipment and sonic cleaners and instruments for testing treated surfaces for the ability to withstand heat, moisture, compression and stress. Advanced treatment chemicals and paints are also in demand. For complete details call 202-967-5622. **Tokyo Trade Center May 18-23.**

CHROMATOGRAPHY AND SPECTROSCOPY EQUIPMENT. Italy. Italy's economy is one of Europe's strongest. Its chemicals, petrochemical and pharmaceutical industries are expanding at a fast pace. These and other sectors of the Italian economy, including the medical field, offer excellent sales opportunities for U.S. manufacturers of chromatography and spectroscopy equipment. The U.S. is already the largest foreign supplier of these products in Italy and buyers will continue to rely heavily on U.S. suppliers as they carry out plans to modernize the industries. For further market information on this show which is now scheduled for mid-May, and for details on how to increase sales through this exhibit, call 202-967-3968. **Milan Trade Center. May 19-23.**

SERVO SYSTEMS AND COMPONENTS. Germany. A new look at the German market for precision mechanisms, positioning controls and systems components for the machine tool, aerospace and computer industries has uncovered numerous opportunities for American manufacturers of servomechanisms and related components. Germany's burgeoning economy and German industry's realization that labor shortages will continue to create greater demands for automation in industrial production point up the potential for these U.S. commodities. Specific items have been identified from market research and a target audience comprising purchasing agents, importers, and systems design engineers will be invited to attend this event. Inquiries should be directed to the Bureau of International Commerce, Code 938, U.S. Department of Commerce, Washington, D.C. 20230 or call 202-967-2425. **Frankfurt Trade Center. May 20-22.**

OUTDOOR LIFE USA. Scandinavia. High per capita discretionary purchasing power in Scandinavia beckon U.S. firms manufacturing all types of recreational vehicles and related equipment. The show will feature light aircraft, small pleasure craft, snowmobiles, camper trailers, all-terrain vehicles, minibikes, above-ground swimming pools, etc. Also included will be equipment for hunting, fishing, water and winter sports. In Sweden alone the market for sports and outdoor life equipment is increasing at a rate of 10% annually, compared with a projected increase in Swedish GNP of 4%. In 1968, American firms exported approximately $10 million of related goods to the Nordic area. To reserve space, call John R. Crown, 202-967-4421. **U.S. Trade Center for Scandinavia, Stockholm. May 20-26.**

MARINE AND SHIPBUILDING EQUIPMENT. Germany. German and surrounding European countries offer excellent sales opportunities for U.S. manufacturers of marine and shipbuilding equipment. German shipbuilders and their clients, European ship owners, are looking for modern equipment which will increase production and automate ships' operation. German shipbuilders rank third in the world in production of seagoing vessels. Stiff competition both with Japan and within Europe requires the German shipbuilder to produce quality ships with the most modern equipment available. For further

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Hong Kong.

information call George Kemp, 202-967-3088. **Frankfurt Trade Center. June 8-12.**

CRYOGENIC AND VACUUM EQUIPMENT. United Kingdom. Stimulated by aerospace technology, industrial and research applications for cryogenic and vacuum equipment have soared in the U.K. The strong market potential is evidenced by the user industries which include steel, chemical, petrochemical, electronics, food processing and gas supply industries; many organizations engaged in research and development. With the current U.K. market estimated at between $35 and $50 million and an expected growth rate of 10% during the next several years. U.S. firms with new and advanced cryogenic and vacuum equipment should garner extensive sales in this mushrooming market. For further information call 202-967-4462. **London Trade Center. June 8-12.**

ADVANCED REPROGRAPHIC EQUIPMENT EXHIBITION. Scandinavia. Demands for microfilm systems, office copying and duplicating equipment, offset printing equipment, facsimile equipment (remote transmission), document processors, lithography equipment, automatic typewriters, blue printing equipment, plotters and related supplies are increasing in all the Scandinavian countries. In 1968, the U.S. supplied 22%, $12 million, of the $55 million total market for this equipment, with Sweden consuming half the total. Nordic businesses, institutions and agencies, faced with the highest labor costs in Europe, are seeking new equipment to provide higher efficiency at a lower cost. For information on the market and entering this exhibition, contact A. J. Beiring, 202-967-3714. **U.S. Trade Center for Scandinavia, Stockholm. June 10-16.**

TRANSDUCER INSTRUMENTATION. Italy. Demand for transducers of every description is growing rapidly. Total sales are expected to top $2 million in 1969, and a 25% annual rise is forecast for the early 1970's. Interest in transducers comes from a variety of industries, with the greatest demand currently from the power, petrochemical, plastics, medical, and machine tool sectors. Trade sources also report excellent sales opportunities in Italy's expanding electronics, steel, communications, food processing, and transportation industries. The largest market is reported to be for resistance, temperature, and pressure transducers. Call 202-967-2461. **Milan Trade Center. June 16-20.**

BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION/SEMINAR/TRADE MISSION. Thailand. Today Thailand offers significant opportunities for immediate and long-range sales of U.S.-manufactured business machines and office equipment. For the 10-year period ending in 1968, the market for these products showed an annual average increase of 25%. Total imports of office/business machines rose from 2.7 million dollars in 1965 to 5.1 million dollars in 1967, an increase of 88%. The U.S. share of the market is approximately 25%. The steady growth of the Thai economy, together with a stable political and business climate, has caused a rapid expansion and modernization of business service of all types. In addition to Bangkok Trade Center exhibition, a trade mission/seminar will travel to several Southeast Asian countries for the purpose of familiarizing Asian businessmen with the latest office management techniques, as well as allowing U.S. businessmen the opportunity to explore a potentially lucrative market. For additional information, call Edward Oliver, 202-967-5148. **Bangkok Trade Center. June. 22-26.**

PACKAGING MACHINERY AND MATERIALS. England. PAKEX '70, the London International Packaging Exhibition is one of the largest and most important specialized fairs of its kind to be staged in Europe in 1970. In 1967, when the last event was held, PAKEX's 500 exhibitors including 167 from 18 countries throughout the world attracted 35,000 visitors including 2,100 from outside of England. The total U.K. packaging machinery market increased from $59.5 million in 1966, to $64.5 million in 1968. On total imports valued at $24.9 million in 1968, the U.S. captured approximately $6.6 million of the total. For detailed information concerning participation, call 202-967-4444. **U.S. Commercial Exhibition, PAKEX '70, London, England. June 22-26.**

FOOD PROCESSING AND PACKAGING EQUIPMENT TRADE MISSION. Mexico. The outlook for sales of U.S. food processing and packaging equipment in Mexico is favorable. Imports account for about 70% of the Mexican market with the U.S. supplying $5.2 million of Mexico's total $8.6 million market for such equipment between January-August 1969. The proximity of U.S. manufacturers to Mexican buyers, permitting them to obtain rapid service and parts, is important to buyers. This mission will visit Mexico City, June 22-25; Guadalajara, June 26-28 and Monterrey, June 29-30. Information is available from Sam Cerrato, 202-967-5339. **Trade Mission to Mexico. June 22-30.**

COMPUTER DATA COMMUNICATIONS AND GRAPHIC DATA SYSTEMS/SEMINAR. Australia. Australian industrialists recognize that they must automate to compete in world markets. Thus, they are increasingly turning to the computer as a tool of managerial and production control. This development is creating a rapid expansion of the Australian computer/peripheral market. Presently there are about 1,000 computers installed in Australia, primarily in the manufacturing and commercial sectors. Only about a third of the top 800 Australian corporations have installed computers. It is estimated that the number of computer installations will be more than doubled by 1972. Recent market research concludes that Australia is ready for the newest and latest technology the United States has to offer in data communications and graphic equipment. The current Australian demand includes character recognition equipment, media converters, terminals, graphic data systems and other input and output devices. For more

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information and details on how you can participate in this important promotion which will inaugurate the eighth U.S. Trade Center, call 202-967-4047. **Sydney Trade Center. June 29-July 3.**

MATERIALS TESTING EQUIPMENT. Japan. Materials testing has begun to show impressive growth as well as shift in the types of equipment in demand. From 1966 to 1967, sales grew by 18% and this momentum is expected to continue as requirements increase for technologically superior metals, structures, etc. Market research has indicated that there is an opportunity for U.S. exporters in numerous categories of equipment, both dynamic and nondestructive, especially in such areas as: dynamic balancing machines, hardness testing machines, gear and thread measuring equipment, portable and fixed x-ray equipment and vibration testing equipment. For information call M. A. Shea, 202-967-4511. **Tokyo Trade Center. June 29-July 4.**

METAL PROCESSING EQUIPMENT AND SUPPLIES. Japan. The Japanese metal processing industries are among the more dynamic sectors of that country's economy. Japan's iron and steel industry is ranked third in world production and the aluminum industry is ranked fourth. The products shown in this exhibition will include instrumentation and controls, physical test equipment, special metals and alloys, powder metals and equipment, and industrial heating equipment. During the period 1966-1968, estimated purchases of instrumentation and controls, including testing equipment, increased from $24 million to $46 million, while purchases of industrial heating equipment rose from $48 million to $100 million. Future purchases of equipment are expected to steadily increase as production of crude steel is expected to reach a level of 112 million tons by 1973 compared with 67 million tons in 1968, while unwrought aluminum is expected to reach 1.4 million tons compared with a production of 478,000 tons in 1968. For detailed information concerning participation in this exhibition call Henry Watts, 202-967-4512. **Tokyo Trade Center. July 13-18.**

PRODUCTION EQUIPMENT AND MATERIALS FOR HYBRID CIRCUITS. Italy. Italy's booming electronics market, which will exceed $700 million in 1970, and extensive spending to close the gap in latest circuit technology and production equipment, offer a lucrative market for U.S. manufacturers of production and test equipment, materials, and components for hybrid circuits. American products have an excellent reputation for both quality and dependability and account for a major share of the Italian electronics market, although European competition is increasing. This show is being held in conjunction with the Italian 7th International Exhibition of Electronic Components, Measuring Instruments and Accessories. More information is available from L. R. Thomas; call 202-967-5351. **Milan Trade Center. Sept. 5-11.**

AIRCARGO EQUIPMENT AND FORUM. Germany. American makers of air cargo handling equipment will have the opportunity to exhibit in the U.S. Department of Commerce-sponsored off-site Trade Center show at the Fifth International Forum for Air Cargo at Frankfurt in September. Rapid growth in air freight volume is putting pressure on airlines, freight handlers, shippers and airports to upgrade and expand cargo ground operations in Germany. Because increased capacity and efficiency in the air has not been followed by equal advancement on the ground, a number of new freight facilities at various German airports are currently under construction or in the final planning stage. The ten major airports in Germany are expected to invest over $250 million during the 1970-72 period. Featured in this exhibition at the Frankfurt Airport will be all equipment associated with loading and unloading aircraft, clearing airport congestion on the ground, weight surveillance, intermodal transfer, documentation and other handling equipment aligned with the Forum's theme of "Door-to-Door-Service". Firms wishing to participate in this event should contact Jack Whiteley, 202-967-2425. **Frankfurt Airport, Off-site Frankfurt Trade Center Show. Sept. 15-18.**

INSTRUMENTS AND MATERIALS FOR THE PLASTICS INDUSTRIES. United Kingdom. Use of plastics in the U.K. is growing at an annual rate of 12%. The building industry is the largest consumer of plastics although it is being rapidly surpassed by the packaging industry. Additional markets within the U.K. for plastics materials and equipment are also developing, such as transportation and non-wovens. This exhibition, a first for the Department of Commerce in the U.K., coincides with an increasing need of the British plastics industry to modernize its production capacity. Labor saving improvements and equipment adaptable to specific U.K. manufacturers' requirements to speed up the finishing process are in special demand. For complete information about participation in this exhibition, telephone 202-967-3849. **London Trade Center. Sept. 21-25.**

ANALYTICAL INSTRUMENTATION. France. The French economy post devaluation continues to be strong. Output in 1969 is projected to rise 8.6% in real terms to $130 billion and imports will be up an amazing 23.6%. The French market for advanced analytical instrumentation amounted to $150 million in 1968 and enjoyed an average 8% per year increase over a period of the prior four years. The $2.5 billion spent on R&D in France in 1967 is expected to more than double by 1975. Particularly good market potential exists for chromatography, spectroscopy, thermal analysis, gas analysis and fluorescence instrumentation. For complete information on this exhibition call 202-967-3822. **Paris Trade Center. Sept. 22-26.**

PACKAGING EQUIPMENT, MACHINERY, MATERIALS. Japan. Economic forecasts predict Japan's GNP in fiscal 1969, ending March 31, 1970, will reach $173 billion with a real economic growth rate of 13%. Outlook is for a GNP of over $205 billion in fiscal 1970 with a continued high real economic growth rate of 12-13%. Private equipment investments are expected to continue expanding at annual rates of between 17-22%. The sales of packaging machines in Japan have increased fourfold in the past seven years due to the expansion of the food industry and the mechanized packaging adopted in the cosmetics, pharmaceuticals and other industries, plus a manpower shortage and resulting increased labor costs. Demand for packaging machinery continues to rise, and a recent survey indicated that Japanese manufacturers will invest $3.9 million in packaging equipment in fiscal 1969. The value of Japanese imports of packaging machinery has grown at a steady pace of 20% annually, and the U.S. ranks first among the exporters of packaging machinery to Japan. For further information call 202-967-3974. **U.S. Commercial Exhibition, Tokyo-Pack '70, Tokyo International Packaging Exhibition, Tokyo. Sept. 22-28.**

PRODUCTION EQUIPMENT FOR THE ELECTRONICS INDUSTRY. Canada. The first commercial exhibition in Canada sponsored by the U.S. Department of Commerce will be held in the Queen Elizabeth Building on the Canadian National Exhibition Grounds. Canada is the largest market for U.S. exports, and the U.S. supplies about three-fourths of Canada's imports for general and electronic products. Con-

tinuing strong demand is anticipated for production equipment for the electronics industry, which is already a billion dollar market and expected to top three billion during the 1970's. U.S. manufacturers of electronics production equipment wishing to participate should call Wilbur L. Garges, 202-967-4653. **U.S. Solo Exhibition, Toronto. Sept. 28-Oct. 1.**

ENVIRONMENTAL TEST EQUIPMENT. Scandinavia. The present Scandinavian market for environmental test equipment is estimated at $7 million with demands expected to reach $10 million in the next several years. Many manufacturing firms, research laboratories, and engineering service firms are beginning to accelerate their equipment modernization programs in order to research, develop, and test new or improved products for highly competitive domestic and foreign markets. With most of the Nordic area's requirements met by imports, this show will offer U.S. manufacturers of test chambers and instruments, automatic control systems, data processing equipment, and peripheral devices an excellent chance to share in this growing market. **U.S. Trade Center for Scandinavia, Stockholm. Sept. 28-Oct. 3.**

CATERING EQUIPMENT, LAUNDRY EQUIPMENT AND HOTEL MAINTENANCE EQUIPMENT. France. Increasing competition for the tourist trade is forcing France to modernize its tourist facilities. The change in parities of the French franc and the German mark is providing a sharp stimulus to the French tourist industry, which is now gearing up to meet the expected influx of travelers. The French government is providing incentives in the form of low cost loans, tax advantages, and revised hotel standards to encourage improvements. At the same time, changing social and working conditions in France are creating a growing need for large volume, quick service feeding facilities. These conditions are causing a substantial expansion of the French market for equipment and supplies for hotels, restaurants and institutions. This expansion presents an excellent sales opportunity for U.S. manufacturers of equipment used by restaurants and hotels. The market is particularly good for food preparation and serving equipment, laundry equipment, and hotel maintenance equipment. U.S. firms can gain exposure and take advantage of the sales prospects offered by this growing market by participating in the U.S.-sponsored exhibition at the EQUIP'HOTEL trade fair. EQUIP'HOTEL is the largest show in France for the hotel, restaurant and catering industries. It attracts a large audience of hotel, restaurant, snackbar and cafe owners and operators; contractors, architects, and designers. Call 202-967-2885. **U.S. Commercial Exhibition, EQUIP'HOTEL, Paris. Oct. 8-19.**

AGRICULTURAL MACHINERY AND EQUIPMENT. Thailand. The key market in Thailand today is the $200 million market for agricultural machinery and equipment. This market is expected to grow 15-20% annually over the next 2-3 years. Sales potential has been identified for four-wheeled tractors of 40-50 HP, 50-70 HP and above 70 HP; two-wheeled tractors; tractor parts and accessories; disc plows and harrows; rotovators; seed distributors and seeders; hay and grass mowers; hullers and shellers; threshing machinery; land grading blades; stalk shredders; fertilizer distributors; hay balers; pumps and gasoline, diesel and gas/oil mixture engines for irrigation equipment; machine and hand-powered pesticide sprayers; poultry incubators; animal feed processing machinery; and selected rice milling equipment. For further details, call Joseph A. Miller, 202-967-5281. **Bangkok Trade Center. Oct. 12-16.**

INDUSTRIAL ASSEMBLY EQUIPMENT. France. The estimated 1968 value of the French market for industrial assembly equipment was more than $117 million, and a recent market study conducted for the U.S. Department of Commerce predicts consumption will reach $150 million by 1971. U.S. firms currently hold an important share of French imports of assembly equipment and supplies. Sustained efforts to increase productivity are likely to generate excellent opportunities for further expanding U.S. exports. Because of the advanced technology of U.S. products there is often little competition. For information on how to participate, telephone 202-967-4961. **Paris Trade Center. Oct. 19-23.**

PACKAGING MACHINERY AND MATERIALS. France. The International Packaging Exhibition, Emballage '70, is one of the principal European trade fairs for the packaging industry. The French market for packaging machinery has been expanding about 10% annually, and in 1968 France imported $24 million in packaging machinery. Sales opportunities for U.S. suppliers of packaging equipment are developing as France modernizes its packaging industry. The need for better packaging in France is prompted by the expansion of self-service merchandising, and the integration of the Common Market economies which allows France to export more food products to her EEC partners. The International Packaging Exhibition in Paris is a biennial event which attracts a large audience of potential buyers interested in seeing the latest developments. The U. S. Department of Commerce sponsored a very successful exhibition at this event in 1966. The 35 U.S. exhibitors reported sales of $2.3 million and 23 agency agreements as a result of that promotion. For further information on the market and participation in the exhibition telephone John Wolf, 202-967-3822. **U.S. Commercial Exhibition, Emballage '70, Paris. Nov. 9-15.**

OCEANOLOGY EQUIPMENT AND INSTRUMENTATION: Germany. Research indicates that more than $115 million in public funds alone will be expended during the next few years in Germany on oceanology. The increasing number of scientists and technicians, an expansion of shore facilities, an increased number of research ships, the establishment of the German Commission of Oceanology, the participation of Germany in countless international organizations, the growing cooperation between governmental, academic, and private industrial sectors, and a booming economy are some of the reasons why the future development of oceanology in Germany appears favorable. For additional information and details on how to participate in this important international event, call Andre Williams, 202-967-2425. **U.S. Commercial Exhibition, Interocean-70. Dusseldorf. Nov. 10-15.**

COMPUTER TERMINALS AND PERIPHERAL EQUIPMENT. Italy. As Italy's economy continues to expand, its businessmen are pushing plant modernization in an effort to rationalize industrial operations. As a result it is expected that demand for real-time terminals and other peripheral equipment in Italy will greatly expand over the next few years. By 1972 there should be some 25,000 terminals in use in Italy. The Biennial International Instrumentation and Automation Exhibition, BIAS, is Italy's most important show in the field of instrumentation and automation equipment. In 1968, when the last event was held, BIAS' 658 exhibitors attracted 54,250 visitors including 9,765 from outside Italy. For detailed information concerning participation and the current market for computer terminals and peripheral equipment call 202-967-4508. **U.S. Commercial Exhibition, BIAS. Milan. Nov. 20-26.**

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Space fully booked The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

ELECTRONICS PRODUCTION AND TESTING EQUIPMENT. Scandinavia. All types of materials, production, assembly, and test equipment for electronics may be exhibited at this show which will be directed to over 500 Scandinavian manufacturers producing $600 million of electronic equipment and components. Sweden, with 200 companies producing $400 million of electronic equipment is the largest of the four-country market area. **U.S. Trade Center for Scandinavia, Stockholm. Mar. 11-17.**

SOPHISTICATED MATERIALS FOR THE ELECTRONICS INDUSTRY. Germany. Broad application of electronics technology in other industries has caused the electronics market to grow at an annual rate of 5-6%; in 1968 this market totaled $1.7 billion. Several sectors of this market—computers and industrial process controls—experienced annual rate increases of 12-20%; semi-conductors, particularly integrated circuits, jumped 62% in 1968. **Frankfurt Trade Center. Mar. 16-20.**

PRINTING AND BOOKBINDING EQUIPMENT EXHIBITION. France. Wages in the French printing and binding industry have increased an average of 60% since 1966. Mounting labor costs combined in many cases with the problem of aging plants and equipment are forcing French printers and bookbinders to invest in new, high-speed machinery. **Paris Trade Center. Mar. 17-21.**

MEAT, FISH, POULTRY PROCESSING EQUIPMENT, SUPPLIES. Italy. Italy has one of the Common Market's most rapidly expanding meat processing industries. Demand for advanced equipment has increased greatly in the past decade and the market is expected to grow by 50% during the next five years. These developments reflect Italy's constantly improving standard of living and are a direct result of the Italian consumer's growing demand for better processed and canned meat, fish and fowl. **Milan Trade Center. Apr. 14-25.**

PRINTING AND GRAPHIC ARTS EQUIPMENT. Mexico City, Mexico. Printing and graphic arts is one of Mexico's fastest growing industries and presently ranks as the fourth largest in the country. Current productivity amounts to about $272 million and forecasts call for this figure to triple by 1975. With the exception of some small machinery, there is virtually no manufacturing of printing and graphic arts equipment in Mexico. As a result, importation is required. **U.S. Solo Exhibition, Mexico City. May 11-15.**

ELECTRO-OPTIC APPLICATIONS. United Kingdom. Britain, along with Europe, is moving from the experimental to the application stage in electro-optics. Annual U.K. purchases are estimated at $2 million in mid-1969, and the volume of business in electro-optical equipment is expected to at least double within the next three years. Experts currently claim that European developments are five years behind the U.S. level of accomplishment, but with industry in Europe now looking at electro-optical devices as practical tools, this gap can be expected to close rapidly. **London Trade Center. May 11-15.**

AVIATION RELATED EXHIBITIONS have been successful for U.S. exhibitors. At the June 1969 Paris Air Show, American firms predicted $28.5 million in first year sales. Two aviation shows in Germany are being planned, the Hanover Air Show, Apr. 24-May 3, and the Aircargo Equipment Show and Forum, Sept. 15-18, an off-site Trade Center Show. Above, a 1969 scene from Paris.

INDUSTRIAL INSTRUMENTATION AND COMPUTERS. England. For the third consecutive time the U.S. Department of Commerce is mounting an exhibition within an exhibition at the London International Instruments, Electronics, and Automation Fair, one of the largest and most important shows of its kind which is staged biennially in the United Kingdom. **U.S. Commercial Exhibition, International Instruments, Electronics and Automation Fair (I.E.A.), London. May 11-16.**

MEASURING AND TESTING EQUIPMENT. France. The U.S. Department of Commerce is sponsoring an exhibition at one of the most important trade fairs of its kind in Europe —MESUCORA. Scheduled in Paris, May 27 to June 4, 1970, MESUCORA is a triennial show featuring measuring, testing, controlling, regulating and automating equipment. The 1967 show drew 100,000 scientists, engineers, and corporate decision-makers from all over Europe. **U.S. Commercial Exhibition, MESUCORA, Paris. May 27-June 4.**

MEASURING, RECORDING AND CONTROL INSTRUMENTATION FOR THE CHEMICAL INDUSTRY. Germany. The Department of Commerce will organize a U.S. exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress, Frankfurt. June 17-24.**

PIPES FORM THE SIGN greeting visitors to the January Water Supply and Sanitation Exhibition and Seminar featured at the U.S. Trade Center in Bangkok.

Thai event turns regional

Exhibition, seminar drew 100 visitors from 13 countries; professional association organized

More than 100 environmental engineers and water supply experts from 13 Southeast Asian countries were among the 478 registered visitors at the Jan. 19-24 Water Supply and Sanitation Exhibition and Seminar of the Bangkok U.S. Trade Center.

A NEWCOMER to the Asian market, Cla-Val Co. received several leads as a result of the six-day event. Nine other firms were also new in Southeast Asia.

As an outgrowth of the Commerce-sponsored event, 30 Asian engineers and businessmen met at the Trade Center and organized a regional professional association to promote the exchange of technology on a continuing basis in the fields of water supply and environmental quality control and management.

When the show and seminar closed, estimated first year orders by the 34 participating companies totaled $600,000; the products on display did not lend themselves to immediate sales. Twelve of the exhibitors were seeking Asian representatives through the show and were negotiating with 25 candidates at its close.

The five-day technical seminar which accompanied the show featured more than 40 speakers from both the U.S. and Asia who covered topics such as developing water resources, community water supplies and waste disposal problems.

Directing the technical seminar was Dr. Daniel A. Okun, chairman of the University of North Carolina's Department of Environmental Sciences and Engineering.

The exhibition and seminar, first of its kind sponsored by Commerce in Southeast Asia, also drew officials from about a dozen U.S. Government agencies.

In response to the exhibition and the expanding Asian markets, many home travel plans were postponed and follow-up visits to other nations were arranged.

A trade mission, organized by the Consulting Engineers Council of the United States (CEC) and sponsored by the U.S. Department of Commerce, was staged in Southeast Asia and opened Jan. 18 in Bangkok. The mission, headed by Felix A. Anderson, president and general manager of Johnson & Anderson, Inc., Pontiac, Mich., included eight other engineers and an Eximbank official. Other mission stops were Kuala Lumpur, Singapore, Djakarta, Manila, Taipei and Tokyo. The

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CEC provides professional engineering and consulting services.

In addition to the Trade Center activities, some of the exhibitors used the Bangkok event to stage their own meetings. Culligan, Inc., Northbrook, Ill., which was represented by Donald Hintz, company vice president and director of international marketing, brought its representatives from ten Asian nations together for a sales seminar.

The New York firm of Layne & Bowler, Inc. was the exhibition's sales leader for both floor sales and anticipated first year orders—$10,000 and $100,000 respectively. Vertical turbine pumps were displayed by the company.

In its first Asian exhibition, the R & G Manufacturing Division of the Susquehanna Corp., Sun Valley, Calif., estimates receiving 50 solid leads and numerous on-the-spot inquiries. If the firm's plastic pipe fittings can be adapted to local standards, first year orders may reach $75,000. Two distributorship agreements were under negotiations at the show's close.

Beckman Instruments, Inc., Fullerton, Calif., which exhibited industrial devices including dip cells, process oxygen monitors and submersion assemblies, is projecting $40,000 in orders over the next 12-month period.

Other exhibitors in the Asian exhibition were: Almar International, Wyckoff, N.J.; AMF International—Cuno Products, New York; Aqua-Chem, Inc., Milwaukee; BIF, a Unit of General Signal Corp., Providence, R.I.; Bucyrus-Erie Co., South Milwaukee; Cla-Val Co., Newport Beach, Calif.; Clayton Mark & Co., Lake Zurich, Ill.; Colt Industries, Fairbanks Morse Pump Division, Moonachie, N.J.; Connell Brothers Co., Ltd., San Francisco; Cook Well Strainer Co., Cincinnati.

Crescent General Corp., Sacramento, Calif.; Foremost Foods Co., San Francisco; Fuller Co., Infilco Products, Tucson; Gorman-Rupp Co., Mansfield, Ohio; Gulf General Atomic, Inc., San Diego; Hach Chemical Co., Inc., Ames, Iowa; Hanford Development Corp., New York; International Marketing Group Ltd., Lyco Systems, Los Angeles; Ionics, Inc., Watertown, Mass.; Norcon Division of Intrade, Inc., Thomaston, Conn.

Pacific Hydro Corp., San Francisco; the Pfaudler Co., Division of Sybron Corp., Rochester, N.Y.; Polymetrics, Inc., San Carlos, Calif.; Ridge Tool Co., Elyria, Ohio; Rockwell Manufacturing Co., Pittsburgh; Rust-Oleum Corp., Evanston, Ill.; Sta-Rite Industries International, Inc., Delavan, Wis.; Staff Industries, Inc., Upper Montclair, N.J.; Uop-Johnson Division, St. Paul; Wheeler Manufacturing Corp., Ashtabula, Ohio.

FOREMOST INTERNATIONAL'S water distillation purifier, above, is explained by the California firm's representative. Registration of show visitors and seminar participants took place in the Center's lobby, below.

OUTDOOR DISPLAY SPACE at the Trade Center was utilized by Aqua-Chem to show models of engineering activities. The Milwaukee firm was one of 34 exhibitors at the Thailand event which was held in January.

Nigerians, turning from war to development, find their economy in remarkably sound condition

Relative political stability seems likely; long-term prospects for economic growth, and U.S. trade and investment, are excellent

By ROBERT T. WALLACE
Commercial Attache,
U.S. Embassy, Lagos

With the conclusion of two and one-half years of bitter civil war, Nigeria can again focus on economic development. Given relative political stability—and this seems a reasonable assumption—long term prospects for the economy are excellent. It follows that the prospects for trade and investment are also favorable.

Despite areas of considerable strain, the economy enters the postwar period in a remarkably sound and strong position. Nigeria has borne the cost of war without incurring an external debt and has kept its internal deficit financing at manageable levels. Although under-maintained and over-used, the basic infrastructure (excluding the former secessionist area which has yet to be assessed) such as roads, railways, power and communications has not been seriously impaired. The economy throughout the war has been sustained by Nigeria's ability to maintain its traditional agricultural exports (except palm products) at a high level and by an added assist in 1969 of record exports of petroleum.

Strains on the economy, while obviously eased by the end of the war, were severe and probably will continue to some degree in the immediate future. Military costs will continue to be a substantial burden as long as there remains a large armed force in being. The burden of reconstruction and rehabilitation, even with the expected infusion of substantial foreign aid, will be formidable. Nigeria must work off a backlog of deferred, but approved, applications for foreign exchange totaling around $180 million plus a backlog of between $50 to $60 million of blocked remittances of profits, dividends and royalties.

On the domestic scene, coupled with the task of reconstruction and rehabilitation, Nigeria is now grappling with inflation, which has become increasingly a problem during the past year. There is talk of price controls, at least for certain consumer goods, and an effort to impose such controls may be made soon. In the face of wage demands and a smoldering of labor unrest, legislation prohibiting strikes has been invoked.

Guarded optimism prevails

These problems are recognized by the business community, which nevertheless expresses guarded optimism and confidence in Nigeria's capacity to cope successfully with its postwar problems. Lagos businessmen over the long-term, and to a lesser degree in the short-run, anticipate broadened trade and investment opportunities. These feelings, however, are premised on a maintenance of political stability and no about-face or sharp reversal in the Government's announced policy with respect to trade and investment.

The Government has officially announced that there will be no immediate relaxation of either exchange controls or import restrictions. It has stated that relaxation will be gradual and carried out as conditions permit and warrant. It seems reasonably certain that the Government is determined not to be "railroaded" under pressure to a quick relaxation of controls and restrictions which in the long-run might prove detrimental to the economy.

It is anticipated that in the immediate postwar period foreign exchange will continue to be a pressing problem for importers. However, increased revenue expected from petroleum exports, curtailment of arms purchases, and savings on petroleum imports when the refinery at Port Harcourt reopens in the spring should greatly improve Nigeria's foreign exchange position.

In light of the Government's stand it appears that, while there may be some easing of controls and restrictions, foreign exchange will remain relatively tight throughout the year.

The time lag between the approval of applications for foreign exchange and eventual release of exchange currently runs from a few weeks to more than six months in some instances. Although the lengthy waiting period for the receipt of payment has caused some American firms to refrain from shipping to Nigeria, it has not seriously impeded Nigeria's ability to import from the United States or other sources. Insofar as is known, for all legitimate trade transactions exchange always has been eventually released. With the improved outlook for foreign exchange receipts there is no reason to believe that this will not continue to be the case. Furthermore, the waiting period for the release of foreign exchange should shorten as the year progresses.

Trade prospects for the American exporter, probably until at least mid-1970 and perhaps longer, will be restricted for all those goods now subject to import controls. The import licensing system will continue in effect, although controls on some items may be rescinded or administratively relaxed later in the year. Fortunately, the initial problems and delays which occurred in early 1969 over the issuance of import licenses now seem to be lessening. Licenses have and are being issued and apparently with some degree of flexibility in interpreting regulations. On the other hand, some of the irregularities which occur in most import licensing systems are cropping up.

American exporters are cautioned to ascertain before making shipment that a license, if required, has in fact been issued. Goods imported without a required li-

Postwar opportunities

Reconstruction and rehabilitation in Nigeria in the immediate postwar period, and over a much longer period as needs are assessed and plans developed, should provide market opportunities for American exporters. Potential export items include foodstuffs, construction and road building equipment, machinery and tools, transportation and communications equipment, medical and hospital supplies, and consultancy and engineering contracts.

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cense are subject to confiscation as a prohibited import and cannot be returned to the shipper.

In assessing U.S. trade prospects, some impediments to increased exports will persist irrespective of the removal of foreign exchange controls and licensing requirements. These include: (1) The stiff competition which American firms face from long-established European, especially British competitors, and the Japanese, most of whom depend more heavily on exports than do many American firms and compete accordingly; (2) Finding capable agents or distributors is especially difficult for American firms seeking a foothold in the Nigerian market. Only a limited number of Nigerian firms have the financial resources and technical capability to handle products which require servicing and extensive stocking of spare parts. Most qualified Nigerian firms already handle a similar product and, therefore, are reluctant to take on those of a competitor; (3) In many instances American prices, especially when higher freight costs are included, are not competitive with those of European or other suppliers. While for some goods the price differential is offset by buyer preferences and acknowledged superiority of an American product, as price differences widen these factors count less; and (4) U.S. exports to some extent have been adversely affected by the slowness or inability of American suppliers to obtain FCIA insurance coverage on shipments to Nigeria. This situation more recently has been relieved by a more liberal Export-Import Bank policy under the provisions of its new Export Expansion Facility.

Although the overall trade outlook for early 1970 is only "so-so," there are some favorable factors which could result in an improvement, possibly a rapid improvement in the U.S. trading position with Nigeria, as the year progresses. Production and export of petroleum in 1969, despite the war, was greater than in any previous year and should mount rapidly in ensuing months. The expansion of facilities to keep pace with the increased tempo of petroleum production should offer export opportunities to American suppliers.

During 1970, some 5,000 square miles of off-shore prospecting areas, relinquished earlier by four companies in accordance with their contracts with the Government, are expected to be offered to prospecting firms. A number of American and foreign firms are known to be interested in the relinquished areas which, when awarded, will offer business opportunities to American geophysical, drilling, and oil service and supply companies.

In the postwar period one of the most promising areas for increased trade is for capital goods required for Government-financed projects and industrial equipment and machinery for the private sector of the economy. Renewal of Nigeria's thrust for economic development should open trade opportunities for material and equipment essential to the improvement and expansion of transport and communications facilities. Improving agricultural production (a high priority item) will require more extensive use of farm machines, fertilizers, insecticides, and modern agricultural techniques. Industrial machinery and equipment will also be in demand.

Other enterprises need goods

The Government will no doubt continue to place heavy emphasis on the development of import substitute industries and expansion of existing facilities. Expansion in the textile industry is already moving ahead at a rapid pace. There should be excellent opportunities for sales of American machinery and equipment to these new and expanding industrial enterprises in Nigeria.

As restrictions on the import of the consumer goods are lifted there should be renewed opportunities for the export of all types of household appliances, although several local firms are planning to assemble such items as air-conditioners and refrigerators and no doubt will receive preferential treatment from the Government, which could affect future sales. Other good sales prospects are foodstuffs, certain textile goods and other consumer items.

Even prior to the end of the war there was growing evidence of increased American interest in trade and investment opportunities. Examples include several American automobile manufacturers who have indicated they will respond to the Government's invitation for proposals to establish a motor-vehicle assembly plant, the opening of a subsidiary of a large American advertising and market research agency, and American interest in food and pharmaceutical projects.

On the trade side, an American firm was the successful bidder for the construction of a $5.5 million Earth Communications Satellite Station, building of which has already commenced. Much of the equipment for this project will be purchased in the United States. It is hoped that an American firm will win a forthcoming tender to supply some 45 mainline diesel locomotives which, together with spares and ancillary equipment, would represent a very substantial sale of U.S. goods. An American firm is engaged in mineral exploration, which, if findings are promising, could lead to an investment in mineral extraction.

Import restrictions and strict controls over foreign exchange have served to stimulate the expansion of many existing industries and the establishment of import substitute industries. Such expansion

WITH THE WAR'S END Nigeria is again applying its energies to economic development. The Government seeks foreign capital but will be more selective than in the past. Below, workers in a pre-war pottery plant.

has been primarily undertaken by the reinvestment of profits by firms already operating in Nigeria.

The influx of new investment capital during the civil war (aside from the petroleum sector) has been minimal. Interest in the longer-term remained, although many prospective new investors adopted a "wait and see" attitude pending conclusion of the war. The time now appears propitious for American businessmen once again to give serious consideration to the trade and investment opportunities which Nigeria has to offer.

The Government continues to stress that viable foreign investment projects will be welcomed, particularly those establishing industries in Nigeria which provide employment, lessen Nigeria's dependence on imports, and contribute to foreign exchange earnings.

Possible investment opportunities include food processing, assembly of electrical appliances and simple electrical equipment, metal fabrication, manufacture of starch, manufacture of certain chemicals and fertilizers, batteries, textiles, plastics, ready-made clothing, unsophisticated farm equipment, hardware such as tools, and assembly of motor vehicles.

Government will be selective

Nigeria can be expected to be far more selective in approving investment proposals. Nigerians recall all too vividly the "white elephants" sold them in the past which proved profitable only to the foreign and indigenous promoters and in the end left the Government holding the bag. The Government will insist there be greater Nigerian participation in management and direction of company activities, and will continue to require provision for training and upgrading of Nigerians for managerial positions.

Furthermore, the Government seems determined to maintain closer control with respect to taxation, size of expatriate staff, and remittances. The problem of remittances is recognized by the Government and, despite foreign exchange shortages, some exchange was made available in 1969 for repatriation of profits backlogged for several years. Further releases will probably be made in 1970.

Despite a general tightening up on activities of foreign companies, prospects for profitable operations by foreign firms under the new "ground-rules" are good. Recent decrees governing foreign firms have, and will create individual problems relating to taxation and corporate structure; however, there is no indication that these measures are specifically designed to harass existing foreign companies or to discourage the new investor.

Venezuelan economy slowed a bit last year but businessmen appear optimistic about prospects in 1970

Economic growth rate dropped a point or two from average of previous years; U.S. still has about 50% of import market

By G. ALONZO STANFORD
Commercial Attache,
U.S. Embassy, Caracas

Venezuela in 1970 is expected to continue to provide an expanding market for U.S. products. Total imports in 1969 are estimated to have leveled off somewhat, increasing at about 0% over the $1.5 billion registered in 1968, compared to the 15.8% increase registered in 1968 over 1967. The U.S. share of the Venezuelan market probably maintained—or increased somewhat over—the 50% share of the previous three years, despite energetic competition from other major exporters.

The leveling off in the rate of imports was accompanied by a probable decrease of a point or two in the real growth of Venezuela's gross domestic product from the average of 5% registered in the past five years and 5.8% in 1968. The slackened rate of growth was in petroleum output (however, petroleum production in January 1970 registered an increase of 3% over January 1969), as well as in industry, construction and agriculture and was related to uncertainties stemming from the transition from one governing party to another in early 1969 and to the Government's fiscal deficit. To keep current expenditures within ordinary income, the Minister of Finance is attempting to streamline Government functions so that they will operate more efficiently and rationally and to improve income tax collection.

Venezuelan businessmen are optimistic concerning prospects for 1970, although interest rates continue high. Reserves are increasing, export income is stable and probably will increase, and the Government is stimulating investment.

Inflationary pressures are increasing somewhat, but are still modest compared to most other parts of the world. Retail prices in Caracas increased by some 2.5% in 1969. Wholesale prices increased 1.54% during the first 10 months of 1969, largely due to an increase of 2.18% in the prices of imported products.

The rate of expansion of new industries and of industrial production slackened off somewhat in 1969, reflecting the diminishing opportunities for local manufacture for import substitution. Indicative of this trend is the decreased number of new items subjected to import license requirements—only thirty-three, or one half the number of new items during the previous year.

Although opportunities to sell imported consumer goods in Venezuela are diminishing, the market continues to grow for industrial machinery and equipment and for raw materials not produced in Venezuela. Venezuelan industrialists are expanding and modernizing their production facilities, and industrial production in 1970 is expected to expand at a rate equal to or greater than last year.

New buildings to go up

Construction activities in the coming year are expected to pick up somewhat, including both government projects and construction of residential and office buildings. Although basic construction materials are produced in Venezuela, there continues to be a market for such products as elevators, air conditioners, telephone centrals, internal communication equipment, pressure vessels and pumps, galvanized and sewer pipes and some plumbing and hardware supplies.

During 1970, decisions concerning, and, in certain instances, construction on several major projects are expected with a resultant demand for major import components: e.g., El Tablazo petrochemical complex, the Caracas subway, three or four luxury tourist hotels, low cost housing, the Caracas international airport at Maiquetía, remodeling of down-town Maracaibo, various highways, drainage and reclamation, two hospitals, the second stage of the transatlantic passenger-cargo pier at Puerto Cabello, and additions to the SIDOR steel mill. Eximbank financing is available for component parts from the United States. Details concerning some of these projects are available from the Department of Commerce and the Eximbank.

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Despite some labor difficulties, production at the SIDOR steel plant increased during 1969 to an estimated 850,000 metric tons. Major increases were in pipe, wire, profiles and reinforcing bars—especially high stress bars. A large part of SIDOR's production was exported, largely to Argentina, Mexico and Colombia.

Venezuela now occupies fourth place—after Mexico, Brazil and Argentina—among Latin American steel producers. The planned expansion in production facilities will require an investment of $300 million. Most important of the new facilities will be a flat products mill scheduled to be ready in four years which will enable SIDOR to meet 96% of domestic demand for flat products, now being provided by imports.

Wage increases and the possibilities of competition from imports from the LAFTA and Andean Pact area are exerting pressure on profit margins, resulting in increased recognition among Venezuelan industrialists of the value of modern efficient machinery and equipment. Venezuelans attending a recent textile machinery exhibition in South Carolina purchased and made plans to purchase machinery and equipment valued at over $4 million.

Similar interest is being demonstrated in other U.S. industrial exhibitions (including the Overseas Executive Buyers Conference organized by the Department of Agriculture) showing the value of an organized program by sponsoring associations and exhibiting companies to stimulate and take advantage of this interest.

Other organized methods for American exporters to take advantage of market opportunities in Venezuela are participation in or organization of trade missions under the auspices of the Department of Commerce or participation in the U.S. solo exhibition scheduled for the spring of 1971, also being organized by the Department of Commerce.

Venezuela is an important customer of the United States for cereals, particularly wheat, fruits, inorganic chemicals, synthetic resins and plastic materials, chemical products and materials, newsprint and specialty paperboard, iron and steel and metal manufactures not currently produced in Venezuela, a wide variety of machinery such as internal combustion engines, tractors, construction and mining equipment, cooling equipment, pumps and compressors, mechanical handling equipment, electric power machinery and switchgear, electric domestic appliances and parts (largely parts for inclusion in locally-manufactured appliances), motor vehicle parts, aircraft, and instruments (professional, scientific and controlling).

In addition to the foregoing, market prospects are favorable for pulses, certified seeds, breeding livestock (cattle and hogs), packaging machinery, food handling and processing machinery, hospital equipment, electronic data processing equipment, metalworking equipment, and printing and graphic arts equipment.

Exporters to Venezuela are reminded that—in addition to the usual very strict compliance with the requirements for Venezuela's consular invoices—since Feb. 1, 1970 a copy of the commercial invoice should be included among the documents sent to Venezuela and that the value declared in the commercial invoice must be identical to f.o.b. values declared in the consular invoice.

GIANT CONVEYOR BELTS built by B. F. Goodrich are ready for shipment to Venezuela's Orinoco Mining Co., a subsidiary of U.S. Steel Corp. Goodrich executives are examining a strip of the 60-inch belting.

Southern African customs agreement is renegotiated

The Governments of Botswana, Lesotho and Swaziland have announced the signing of a new customs union agreement with South Africa, which should do much to help boost economic development in these countries. The new agreement will replace the previous customs provisions originally negotiated in 1910, and will come into effect on Mar. 10.

The new customs arrangement basically continues the duty-free interchange of goods between these four southern African nations, with South Africa's customs tariff and sales duties continuing to be applied to all goods imported into the common customs area, regardless of destination.

Under the new agreement, the Governments of Botswana, Lesotho and Swaziland may now levy additional duties on goods imported into their respective countries, in order to protect domestic industries from competition from other producers within the common customs area. However, before any such duties may be imposed, the government concerned is required to consult with the other contracting parties. Such protection afforded to a new industry may not exceed eight years without the consent of the other members of the customs union.

Although this agreement does not give South Africa the right to protect its domestic industry against competition from Botswana, Lesotho or Swaziland, each country in the union, including South Africa, does retain the right to prohibit or restrict the importation of any product for economic, social or cultural reasons. In addition, if production in any one of the four countries causes or threatens serious injury to manufacturers of directly competitive products in another country in the customs area, the latter has the right to require the other party to consult at the earliest possible opportunity.

In addition to allowing Botswana, Lesotho and Swaziland to protect domestic industry from South African competition, the new Customs Agreement will also increase the share of the tax revenue going to South Africa's three neighbors. Botswana, Lesotho and Swaziland will each receive a higher fraction of the total customs, excise and sales taxes collected than under the previous agreement. This revenue should help these countries in achieving their development goals.

U.S. economic involvement growing in Algeria, but problems remain

Major contracts signed, number of American consultants rising; petroleum-related activities account for most U.S. interests

By LAURENT E. MORIN
Economic Officer, U.S. Interests Section, Swiss Embassy, Algiers

American economic activities in Algeria increased sharply during 1969 and may very well lay the foundation for increasing U.S. business involvement in this bustling North African country during the seventies.

Important contracts have been signed, new joint ventures have been negotiated and there is a growing flow of American visitors. The number of American technicians is increasing rapidly, and U.S. industrial equipment salesmen have reported success in obtaining orders from Algerian government agencies.

Major landmarks in this movement have been the signing of a multi-million dollar computer center contract with Scientific Resources Corp. in July 1969; the formation of three joint ventures in oil services (ALCORE, ALFLUID, and ALREG); and the agreement on a $900 million natural gas liquification sales arrangement signed in October with El Paso Gas.

Although petroleum-related activities account for the major U.S. interests, Americans are also newly involved in other areas of the economy: a series of large-scale regional economic surveys, contracted by GE's Tempo Division, got underway in July; Aero Services (Litton Industries) is carrying out major seismic and photogrammetric mapping projects; Parsons and Whittemore's French division signed a contract for a pulp mill in March, while its U.K. division contracted for a craft and carton paper mill in December; Boeing is presently concluding a sales agreement for the delivery of two 727's to Air Algerie; and Americans are also beginning in-depth studies in food processing, textiles, and mining.

Service earnings

The community of American consultants and technicians in Algeria has been expanding recently and now includes 175 Americans working directly for the Government of Algeria or for U.S. firms under contract to government agencies. Algerian Government sources estimate that earnings of these U.S. consultants rose to $15 million in 1969, up 50% over the previous year. The big-name companies represented include A. D. Little, Booz-Allen & Hamilton, Kurt Salmon Associates, and General Electric's Tempo Division.

In addition to these technical consultants, the Government also employs the services of a lawyer from a Wall Street firm, retains a Wall Street financial investment house, and uses a Washington consultant for advice on relations with international and governmental agencies in Washington.

With the exception of a sharp reduction immediately after the Arab-Israeli war, U.S. export trade with Algeria has risen steadily since Independence, and reached a high of $64 million in 1969. In contrast to earlier years when U.S. relief commodities made up a large percentage of shipments from the United States, the 1969 total consisted almost entirely of commercial sales. Two-way commerce is heavily weighted in favor of the United States: imports from Algeria average less than $5 million annually.

There are several basic reasons for the increased American involvement in Algeria. Algeria is a young nation in a hurry, with the resources and determination to carry out its desire for speedy development. Algerian buyers are highly appreciative of Western technology and technique, demand the best and appear ready to turn to the United States for many of their needs.

New Plan

The future market for U.S. equipment and services in Algeria will in large part be determined by the pace of the local development effort. The Government's development plan began in earnest in 1969 and a series of industrial projects are now in the bidding or construction stage. The new Four Year Plan, which became effective on Jan. 1, calls for development expenditures amounting to $5 billion, half of which will be allocated to projects in the industrial sector. The Government has also announced its intention to make a greatly expanded effort in oil exploration, and activities in this area should generate increased demand for petroleum-related equipment and services which the U.S. has traditionally supplied.

The lack of diplomatic relations between the United States and Algeria seems to have little effect on economic ties and activities. In its relations with American firms, the Government of Algeria seems to favor the joint-venture arrangement, in which the government retains the majority share.

According to Government sources, foreign companies may also enter into joint ventures with private Algerian enterprises and individuals, although few U.S. firms have done so. In keeping with its socialist philosophy, the Government of Algeria reserves the means of production to public entities. In practice, this means that while private investment is apparently welcomed by the government, it tends to be restricted to small plants in the consumer goods industries, activities which would not normally appeal to American investors.

American firms contemplating Algerian investments also prefer joint ventures with public entities because of the implicit measure of protection afforded by such a relationship in an economy where the private foreign independent producer has been under disabilities in the past.

Difficulties still exist

Although U.S. interests are definitely on the upswing and Algeria continues to offer a growing potential for American business and industry, one should not lose sight of certain outstanding economic problems. Algeria, in the past, has taken over American properties, and although there have been assurances of compensations, little movement toward this has occurred so far. Moreover, the American oil-producing companies placed under state control have not, with one exception, agreed to Algerian proposals for joint venture arrangements.

These difficulties stem largely from the fact that the government of independent Algeria does not recognize contractual relationships developed with the local French administration during the colonial period. The resolution of these problems probably awaits government-to-government negotiations for compensation once diplomatic relations are restored.

Bermuda goes decimal

The island of Bermuda has converted its currency to the decimal system, replacing the former Bermuda pound. The par value of the Bermuda dollar became 0.888671 gram of gold, and equivalent to $1 U.S. currency, effective Feb. 6.

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U.K. swings into surplus

Turnaround in trade position moved British balance of payments out of deficit in 1969

The year 1969 must be considered one of the most successful in economic terms in many years from the British point of view according to the semi-annual Economic Trends Report from the U.S. Embassy in London. The British achieved what they set out to do following the devaluation of sterling in November 1967, namely, record a balance of payments surplus. After several years of prolonged deficit, the balance of payments moved into a $170 million surplus in the second quarter of 1969, and a $500 million surplus in the third quarter.

The surplus in the balance of payments is largely due to a turnaround in the U.K.'s trading position. In 1968, the trade balance averaged a deficit of $140 million a month; in the first half of 1969 the deficit was cut to an average of $90 million a month. In August, the UK's trading position crossed over from deficit to surplus, and, with the exception of December, when exports equalled imports, there have been monthly surpluses which averaged $10 million a month in the second half of 1969.

Over the year as a whole, the value of exports rose by 14%, of which about 2% is accounted for by price rises, while imports rose 5%, of which about 4% is attributed to higher prices. The invisible account, which records the inflow and outflow of funds arising from transactions in services, is running a surplus of an estimated $95 million a month, and thus the balance on current account is running a surplus very close to a $1,200 million annual rate, an amount which is well above the Government's May 1969 commitment to the International Monetary Fund.

This improvement in the balance of payments was achieved in a setting which saw an almost doubling in the rate of increase of world trade in 1969, coupled with a variety of economic policies designed to hold back the growth of domestic demand—the growth, in particular, of public expenditure and private consumption.

Public expenditure has been allowed to grow since the beginning of the British financial year (April 1968—March 1969) at an annual rate of only just over 2% a year in real terms, considerably less than the potential rate of growth of the economy as a whole; it is this restraint, coupled with higher taxation, which has put the public sector in large financial surplus and enabled the Government to switch from borrowing to the repayment of debt.

Restraint to continue

Looking toward the future, a government policy paper issued in December 1969 provides for holding the growth of public expenditures over the next four years within the potential growth rate of the economy—about 3 to 3.5% a year.

Private consumption spending has been held back by the combination of higher taxation, higher prices, and tight credit. Over the first three-quarters of 1969, consumers' "share of the pie" did not increase as real consumption was running at an annual rate identical to that of 1968. Since the third quarter, retail sales have increased fractionally, but automobile sales (which are not included in the retail sales index) have slumped.

Thus, the British have begun 1970 from a position of relative strength. There are, however, some clouds on the horizon, the precise effects of which are somewhat difficult to appraise. One is the danger that gross domestic product and incomes will now rise sharply enough to produce an undesirable jump in personal consumption, thereby increasing imports and absorbing resources which hitherto flowed to the export sector. A second is the risk that business investment in new plant and equipment will slacken off in the course of the year. Thirdly, the rate of growth of world trade is expected to contract in 1970.

The danger of a sharp rise in personal incomes arises partly from the abandonment of a restrictive incomes policy and the very large wage claims that have been allowed, many of them in the public sector, during the past few months. The Government now only has the power to hold up wage claims for three months while they are considered by the Prices and Incomes Board, and even this power will disappear in the summer. Settlements becoming effective for manual workers in October and November averaged a 7-7.5% increase, but some well-publicized ones were much larger and the new official norm of 2.5-4.5% is already obsolete.

Higher pay demands by white-collar workers and the prevalence of wage drift suggest that the increase in the level of wages and salaries during 1970 may be higher than last year's 6.5-7%. This in turn could lead to a markedly more rapid increase in disposable income and personal spending with greater pressure on resources and a rise in industrial costs that is likely to be reflected sooner or later in higher domestic and export prices.

The level of industrial investment will be affected by the future course of the credit squeeze and the behavior of costs as well as by the economic outlook. Investment by manufacturing industry now appears to have risen during 1969 by a healthy 10%, despite pressure on bank overdrafts, difficulties in the capital market, and a very high level of interest rates. The latest official forecast, based on an inquiry taken in January 1970, is that

'Yard' is automating

Britain's Scotland Yard has ordered from the Burroughs Corp. of Detroit a B-6500 dual processor computer, valued at $4.8 million, to form the heart of a massive computerized law enforcement network.

The system will give police throughout the United Kingdom immediate access to records of stolen vehicles and property and fingerprints of criminals and wanted missing persons.

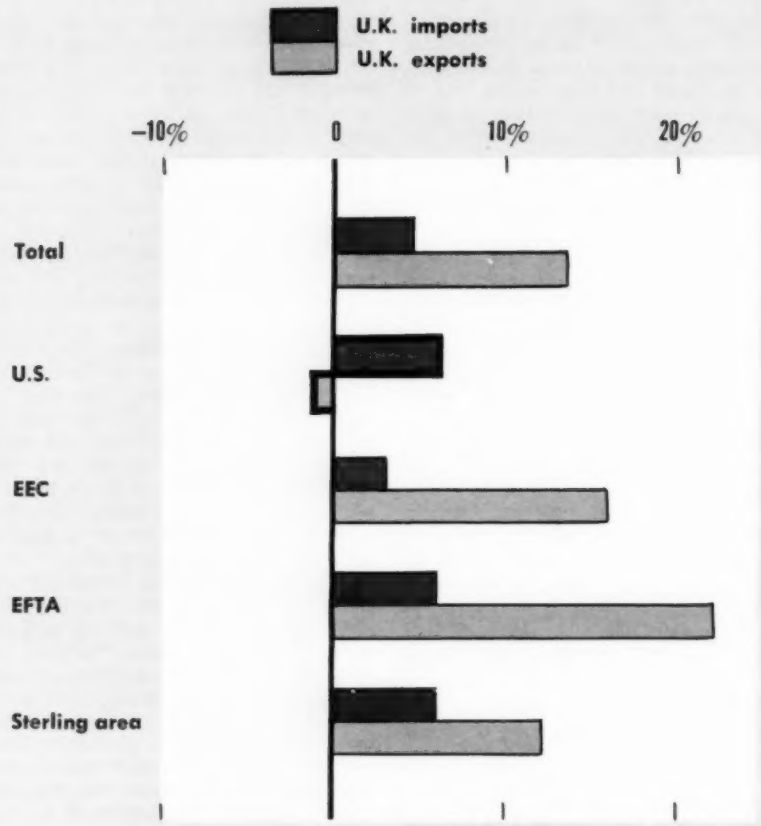
Substantial markets

There are more than 3,000 chemical plants in Britain, and the rate of new capital investment in this industry is high. With increasing computerization, it represents a substantial market for equipment such as mass flow measuring and blending devices.

The metals industry also represents an increasingly important market for sales of specialized process control equipment. Petroleum refining, the use of natural gas, food processing, and the manufacturing of glass are among other industries for which the United Kingdom offers a promising market.

U.S. role in current U.K. trade

(percent change in value of trade, Jan.-Nov. 1968 to Jan.-Nov. 1969



Note: Sterling area includes all Commonwealth countries except Canada and Rhodesia, plus Iceland, Ireland, Jordan, Kuwait, Libya, Republic of South Africa, Southwest Africa and the British protected states in the Persian Gulf.

manufacturing investment will rise by much the same amount during 1970.

If the rate of growth of world trade contracts in 1970 as expected, British exports can hardly be unaffected by such a decline. Also, it should be noted that a rising level of income, coupled with the replenishment of the current low level of manufacturers' inventories, should give rise to higher imports in 1970.

Overall, however, the authorities have good reasons to believe that a surplus will be sustained; businessmen's export order books are well filled, and the authorities point to the fact that many of Britain's competitors in world markets are also incurring a substantial amount of wage inflation. As a sign of confidence in the external economic situation, the Chancellor of the Exchequer recently scrapped the $120 travel allowance, and British subjects are now able to spend virtually unlimited amounts on foreign travel.

Most observers do not foresee any radical change in the economic climate in 1970. The prospect of elections and a possible change of government during the year or early in 1971 makes the future beyond 1970 much more cloudy. For the more distant future, the possibility of British entry into the European Economic Community raises fundamental questions about the basic structure of the economy and its relationship with Europe and the rest of the world.

The continued rise in industrial investment forecast for 1970 offers promise of further growth in U.S. exports to the British market, with sales prospects remaining particularly bright for machinery and industrial equipment of advanced design and proven performance. British imports from the United States during 1968 increased by approximately 12.3% to $2,551 million, resulting in a gain in the U.S. share of the market from 12.6% in 1967 to 13.5% in 1968. This trend appears to have continued during the first three-quarters of 1969.

Data for the first three quarters of 1969 indicate that U.K. imports of American foodstuffs and raw and basic materials have remained at about the same level, while imports from the United States of other major product categories continued to rise significantly as follows: non-electrical machinery, $390 million (11%); electrical machinery and equipment, $174 million (14%); transportation equipment (mainly aircraft), $421 million (75%); iron and steel products, $21 million (32%); and professional and scientific equipment, $69 million (10%).

Marketing opportunities

Excellent sales prospects continue for technologically advanced machinery and equipment, including precision machine tools, general industrial equipment, electronic instruments and components, and equipment for finding and distributing natural gas. A good illustration of the scope for specialized equipment of U.S. manufacture is found in the market for process control equipment.

Recent evidence of current market opportunities in the field of computer related equipment was obtained through a highly successful exhibition in London of U.S. manufactured data transmission equipment. This Department of Commerce-sponsored solo event resulted in immediate sales of $1.2 million and a projection of $26 million in sales over the following twelve-month period.

The Import Deposit Plan (IDP) has been extended for another year but the required deposit, which affects most goods, has been reduced from 50% to 40%. Unless altered further, this Plan is scheduled to expire in November of this year.

As a result of the scrapping of the $120 travel allowance, it is estimated that tourist travel to the United States from Britain will grow from approximately 290,000 visitors in 1969 to 380,000 in 1970 and over 500,000 in 1971. Major air carriers and tour operators are taking full advantage of this changed situation and putting great emphasis on promoting the United States as the new travel destination.

XUM

Floods may slow Morocco

January deluge could depress economy after two years of growth above planned rates

During 1968 and 1969 Morocco had an average annual growth in gross domestic product (GDP) of over 6%, well above the 4.3% annual growth rate envisaged in the Five-Year Plan (1968-72). The semi-annual Economic Trends Report from the U.S. Embassy in Rabat goes on to point out however, that during January 1970 the worst floods since 1963 ravaged the northern part of the country.

The Government estimates that approximately 371,000 acres of land were under water, damaging an estimated 37,000 acres of sugar beets, 109,000 acres of cereals, 13,600 acres of potatoes, and 12,400 acres of citrus. There was also widespread damage to roads, bridges, and buildings. A Royal Commission has been established to coordinate contributions from both domestic and international sources for relief and rehabilitation. The effects of the floods may have a depressing effect on an economy which has shown spectacular recovery since the 1966 drought.

U.S. in second place

The United States was the second most important source of Moroccan imports during the period 1964-68, accounting for about 11% of Moroccan imports. The value of imports from the United States has increased from U.S. $42 million in 1964 to $76 million in 1968. Most of these imports consist of PL-480 agricultural commodities and products imported under AID, Export-Import Bank, or CCC financing. Imports in 1968 were particularly high because of the need to import wheat as a consequence of drought.

There was no need to import large quantities of wheat in 1969 and the value of total imports from the United States undoubtedly declined. Stocks of wheat are falling rapidly this year and it is anticipated that there will be renewed purchases in the United States under CCC financing. There should be a continuing demand for cotton, cottonseed oil, soybean oil, tallow and tobacco to supply Moroccan industries.

Two AID agricultural sector loans (one for $8 million and one for $5 million) have been signed in recent years to finance selected imports from the United States and to generate local currency for agricultural development projects. Over 130 different items are eligible for importation under the most recent loan signed in July 1969 but tinplate and tallow accounted for most of the imports under the first loan. Some farm equipment, seed, and cattle have also been imported under the loan. In many cases European suppliers (or subsidiaries of U.S. firms based in Europe) have been more price competitive than U.S. suppliers for eligible commodities.

The planned investment in agriculture suggests opportunities for American suppliers of agricultural equipment, tractors, pumps, fertilizers, insecticides, storage and refrigeration installations, dairy equipment, livestock, poultry incubators, etc. There should continue to be a good market for earth moving equipment in connection with dam and road construction. There should also be a continued good market for mining equipment.

Plan concentrates on agriculture

Approximately 45% of the Government's investment budget during the Five-Year Plan will go into agricultural development. Much of this investment is slated for dam construction and irrigation projects. In 1969 three dams were either completed or added to and three new dams were begun. In November 1969 the principal canal on the left bank of the Moulouya, financed under AID loans, was inaugurated. The new canal will permit the irrigation of 53,100 acres of the Zebra and Bou Areg plains in the northern part of the country. Approximately 99,000 acres on the right bank are already irrigated. The Government hopes to have between 988,000 and 1,236,000 acres of land throughout the country irrigated by the end of the Plan period.

During the visit of World Bank president McNamara to Morocco in November 1969 an agreement was signed for a World Bank loan of $46 million to finance the Rharb-Sebou irrigation project. The loan will finance the 222,000-acre first phase of the long-term development of agricultural and livestock production under irrigation and improved rainfed farming. It will include the construction of a dam at Arabat on the Inaouene River. Goods and services will be procured on the basis of international competitive bidding.

King Hassan to visit

Plans for Morocco's King Hassan to visit the United States on July 23 and 24 were announced last month during U.S. Secretary of State William P. Rogers' visit to the country. The invitation was extended to the King by Secretary Rogers on behalf of President Nixon.

Roads will be built

Also during his November 1969 visit World Bank president McNamara signed a $14.6 million World Bank-IDA loan for road construction and maintenance. Both dam and road construction offers opportunities for American suppliers and engineers. American consulting engineers have been more interested in Moroccan construction projects than have American construction engineers.

Manufacturers of American industrial machinery meet strong competition from European suppliers. French suppliers in particular have become more competitive since the devaluation of the franc in August 1969. There should nevertheless be growing opportunities in this field for American suppliers, particularly in the supply of machinery and raw materials for the textile, chemical, and food processing industries. Availability of foreign exchange for the importation of industrial equipment has been increased by a loan of $15 million from the World Bank and a loan of $3 million from AID, both of which were extended to the Banque Nationale pour le Developpement Economique in January 1970.

One area in which American manufacturers enjoy a decided advantage is in jet aircraft. Royal Air Maroc has purchased two Boeing 727 aircraft to add to its fleet of five Caravelles and one Constellation. One of these will enter into operation in May 1970 and the other will be delivered in February 1971. Royal Air Maroc has also announced that it will begin an internal airline service on Apr. 2. This could lead to the purchase or lease of two or three medium-range aircraft.

Morocco is investing a substantial amount in the modernization of its airports in order that they may handle the largest jet aircraft and thus permit the planned expansion in the tourist industry. Prior to Dec. 5, 1969, only the Rabat-Salé Airport was capable of handling Boeing 707 aircraft. On Dec. 5 the Nouasseur International Airport near Casablanca was opened to air traffic. This airfield was

converted with the help of AID loans totaling $8.9 million from a former S.A.C. airfield (turned over to the Moroccans in 1963) and is capable of receiving the largest jet aircraft. The landing strips of the Tangier and Agadir airports are also being extended to permit their use by large jet aircraft.

Investment climate remains good

U.S. firms are becoming increasingly attracted to the potential for private investment in Morocco. An Investment Code has been in existence since 1959 and provides liberal incentives for foreign investors. The full range of AID investment guarantees is available. A number of American firms have already taken advantage of the good investment climate.

General Tire has had a subsidiary in Morocco since 1958 and produces most of the truck and automobile tires used in Morocco. In January 1970 it received authorization from the Government to double its capacity. Aerojet-General Corp., a subsidiary of General Tire, is a partner with the Moroccan Government in SOMATELSAT, the Moroccan satellite communications corporation. A Moroccan earth satellite station was inaugurated in January 1970 by King Hassan II, the ceremonies being highlighted by a telephone conversation by satellite between King Hassan II and President Nixon.

Several firms have invested in agricultural projects such as the raising of pure bred cattle, the production of seeds, and the growing of vegetables. In the financial field both the First National City Bank and the Bank of America have established subsidiaries in Morocco in recent years. U.S. firms could take advantage of the provisions of the Agreement of Economic Association between Morocco and the EEC which permit most Moroccan industrial products to enter the EEC duty free and without quantitative limitation, provided they meet origin and value-added requirements.

U.S. firms are also encouraged by the Moroccan Government to participate in the exploitation of Morocco's mineral resources. Some foreign firms are participating with the Moroccan Government in the exploration for minerals. In 1969 the benefits of the Investment Code were extended to the mining sector.

Production of petroleum has dwindled in recent years, most of the crude petroleum requirements for Morocco's two refineries being imported. The Government is exploring for petroleum and has encouraged foreign petroleum companies to participate in this exploration. ESSO Exploration Co. has been exploring offshore for about two years. Another U.S. firm, Texas Eastern Corp., signed an agreement with the Moroccan Government in January 1970 for offshore exploration in the Ifni-Souss area. No results of petroleum exploration have thus far been announced.

The floods have had no noticeable effect as yet on business activity, which has remained at a high level since the record agricultural production of 1968. Industrial production expanded by about 6% in 1969 and construction grew by about 9%. Although the growth in credit was restrained in 1969 there was a substantial increase in both public and private investment.

Gross capital formation is estimated to have reached 14% of GDP compared to 11% in 1965. In 1969 there was little change in prices and wages, both of which have remained relatively stable for a number of years. Unemployment continues to be a problem which plays a major role in the determination of Government policy.

Favorable conditions for agriculture, the principal determinant of economic growth in Morocco, resulted in record crops and a spurt of 12.8% in GDP in 1968. This is an exceptionally high growth rate for Morocco, the average for the period 1963-68 amounting to only 3.9%, barely above the 3.2% rate of population growth.

Weather conditions were less favorable for agriculture in 1969 because of erratic rains and agricultural production declined below 1968, although it was still better than average. Strong growth in other sectors, however, such as industry and public works, maintained GDP at almost the same level as in 1968, permitting the country to continue the acceleration of its development program and consolidate gains made in 1968.

Production of the four principal cereals produced in Morocco (hard wheat, soft wheat, barley, and corn) is estimated to have declined from 4.9 million metric tons in 1967-68 to 3.3 million tons in 1968-69. These are the principal food crops of the majority of Moroccan farmers and are a major influence on the economic growth rate. The abundant wheat crop in 1968 met consumption requirements through 1969 but stocks are now being worked down and additional wheat imports are anticipated this year.

Citrus, which is the country's principal agricultural export, is believed to have been adversely affected by the recent rains and production may not reach the 840,000 tons originally forecast. This would have been considerably higher than the production of 740,000 tons in 1969. Sugar beet production, which is being encouraged by the Government in order to reduce heavy dependence upon imports, was also adversely affected by the rains and Morocco's five sugar mills are expected to operate at far below capacity this year.

About 40% of total Moroccan exports normally consist of various minerals, phosphates alone accounting for approximately 25%. Moroccan phosphates have been meeting increasing competition on world markets and the Office Cherifien des Phosphates, which has a monopoly on phosphate production and exports, has had to reduce prices in order to continue expanding exports. It is in the process of modernizing its operations in order to reduce costs. Production in 1969 was up by 7.4% over 1968.

Production of coal, lead, metallurgic manganese, iron, copper, and cobalt was down during the first ten months of 1969 either because of competitive factors in world markets or the exhaustion of old mines.

Minerals are actively sought

The Government, through the Bureau de Recherches et de Participations Minieres (BRPM), is actively searching for new mineral deposits, occasionally in participation with foreign firms. An agreement was recently signed, for example, between the BRPM and a Japanese group for the exploration for and eventual exploitation of copper and lead. Lead production is also expected to increase in the future as the result of an agreement between the BRPM and the French firm Societe des Mines de Zellidja for the exploitation of the lead deposits of Zeida near Midelt in the Middle Atlas.

Morocco's index of industrial production has shown a gradual expansion from an index of 100 in 1958 to 143 in 1968. Indications are that expansion speeded up in 1969, largely as a result of the purchasing power generated by the exceptional cereal crops in 1968.

MOROCCO'S CROP OUTPUT may suffer in 1970 from the heavy floods that hit in January. Below, farmers weigh bean samples to compare fertilized and unfertilized crops on a farm near Ouezzan.

XUM

The textile industry in particular has recovered from its slump resulting from the 1966 drought and is now operating at a high level of production, creating an increased demand for raw materials and equipment from the United States. The automobile assembly industry and the cement industry also achieved comparatively high levels of production in 1969. A number of assembly industries are producing household appliances to meet domestic requirements.

The Government, which is responsible for a large part of the industrial investment, is directing much of it into sugar mills. It has constructed five mills in the past seven years and hopes to eventually achieve self-sufficiency in sugar, one of its largest imports. There has also been new investment in the textile, chemical, food processing, cement, and paper and cardboard industries.

The industry with perhaps the greatest potential is the tourist industry. Tourism has been growing at a rate of 10-15% yearly and has reached fourth place as an earner of foreign exchange after phosphates, fresh fruits, and vegetables. In order to accommodate the growing numbers of tourists visiting Morocco, hotel construction with Government financial assistance or participation is growing apace. Holiday Inns inaugurated a 300-room luxury hotel in Marrakech in October and has hotels in Casablanca, Tangier, and Fez under construction. The Government wishes to direct more investment in the future into medium-class hotels rather than luxury hotels, which have received most of the investment in recent years.

The Government is following a policy of austerity in current expenditures in order to produce savings which can be directed into public investments. The increased tax rates on salaries, business profits, and some indirect taxes instituted in 1969, coupled with a high level of economic activity, provided sufficient additional revenue to permit a surplus of current revenue over current expenditures. This Government saving, together with an increase in the utilization of foreign assistance in 1969, permitted a substantial expansion in Government investment. This was accompanied by a sharp drop in the reliance on borrowing from the central bank.

In presenting the 1970 budget, Minister of Finance Mamoun Tahiri said that the Government would continue its policy of fiscal austerity in 1970. He announced that there would be no new revenue measures in 1970 but the anticipated increase in revenue from the growth in the economy and more rigorous revenue collection would enable the Central Government to more than cover its current expenditures from revenue for the third year in a row.

Central Government investment expenditures are expected to average about $200 million yearly in 1970 through 1972, of which budgetary revenue should permit financing of about $80 million yearly and domestic borrowing $20 million. The balance is expected to come from foreign assistance. The Minister of Finance in his budget message indicated that only 7.5% of Morocco's export receipts are needed to service the foreign debt.

Effect still uncertain

It is still too early to assess the impact on U.S. exports to Morocco of Morocco's economic association with the EEC. Imports from the United States will benefit the same as imports from the EEC on duty reductions, but historically only a small part of the items affected have been imported from the United States.

The reservation of sub-quotas under the general quotas for imports from the EEC could hurt imports from the United States. Should licenses be granted on a first-come, first-served basis and the indicative quota be expanded to allow imports from the EEC to fill the sub-quota then imports from the United States might not be discriminated against. Much will depend upon how the quota system is administered.

Surplus in balance of payments

The Moroccan balance of payments has been characterized by large balance of payments deficits in recent years, requiring Morocco to draw down its meager international reserves. The drain has been particularly severe in drought years, such as 1966 and 1967, when large grain imports for consumption became necessary. Since much of this grain is purchased with short-term credits, repayments in subsequent years have been a strain on the country's international reserve positions in those years.

The balance of payments deficit in 1968, a good agricultural year, was thus $26 million, largely because of heavy debt repayments. International reserves were bolstered in 1968 and 1969 by withdrawals of $60 million under IMF stand-by arrangements and in October 1969 a new IMF stand-by arrangement for $25 million was negotiated for one year.

In 1969 there appears to have been a surplus of $5 or $6 million in the balance of payments. This was made possible by an improvement in exports, a substantial increase in net capital inflow, slightly smaller imports, and a significant increase in net receipts from travel and private transfers. Net gold and foreign exchange reserves at the end of 1969 were about 31% higher than at the end of 1968.

The policy of import liberalization initiated in 1967 has continued and new commodities are continually being added to List A, which consists of items not subject to quota. In the new General Import Program for 1970, items classified under List A account for almost three-fourths of imports and those under List B (subject to quotas) for about one-fourth. Only a small number of items are under List C, which consists of items theoretically prohibited for import.

On Sept. 1, 1969, the partial economic association between Morocco and the European Economic Community (EEC) went into effect, thus assuring Morocco of a continued market in Europe for many of its agricultural products. About 60% of Morocco's exports go to the EEC and most of these are agricultural products. While Morocco did not obtain preferential treatment for all of its agricultural exports to the EEC it did obtain preferences for citrus and some other exports of agricultural products of considerable interest to it. Most Moroccan industrial products will enter the EEC duty free and without quantitative restrictions. The agreement provides for further negotiations within a period of three years.

Morocco, for its part, granted duty reductions on some items of special interest to the EEC. These were extended to other countries on a most-favored-nation basis. Morocco also agreed to sub-quotas under overall quotas on a number of items for imports from the EEC. These sub-quotas will be indicative and will not constitute a Moroccan purchase commitment.

An exception is made in the provisions of the EEC association granting most-favored-nation treatment to the EEC for the conclusion of agreements by Morocco in furtherance of the progressive economic integration of the Maghreb (Northwest Africa). In recent months Morocco has steadily increased its ties and cooperation with Algeria and Tunisia, especially with the former. In September 1969 a protocol to Morocco's trade treaty with Algeria was signed providing for doubling trade between the two countries in 1970. Algeria is Morocco's principal source of petroleum imports.

Spain '70 import quotas up by 10%

Will spend 70% of $190 million allotment for capital equipment

Spain has published its 1970 global quota import lists, which establish the value of import licenses that will be granted in 1970.

The total value of $190 million established for 1970 represents a 10% overall increase over the 1969 quota and approximates the rate of growth of previous years. A total of 9,317 million pesetas ($133 million) is alloted for capital equipment imports for new investments. Although the amount fixed by the Spanish Government represents the maximum value of import licenses which the Ministry of Commerce is obligated to grant during the calendar year, it may elect to exceed the authorized quota. For several years licenses actually issued in various categories have exceeded the established figure.

The following fifty-eight product categories are listed and their total annual quotas for 1970 are expressed in millions of pesetas (70 pesetas=$1):

Hops, 38.5; preserved meat, 38.7; fruit preserves 38.7; various food products, 7.9; soups and soup preparations, 14.5; beer, 17.8; fishmeal, 231.6; coking coal, 211.8; anthracite, 26; inorganic chemical products, 60.5; organic chemical products, 48.4.

Pharmaceutical specialties, 121; varnishes, inks, pigments and similar preparations, 42.4; perfumes, toiletries and cosmetics, 24.2; tensoactive preparations, lyes, lubricants, glues and other diverse products of the chemical industry not liberalized nor included in other quotas, 127.1;

Phenoplasts and phorane resins, 54.5; aminoplasts, 36.3; other condensation, polycondensation and polyaddition products, 36.3; styrene polymerization products and derivatives, 18.2; polyvinyl chloride, 36.3; other polymerization and copolymerization products, 66.6; manufactures of plastic and artificial materials of cellulose esters and of artificial resins, 54.5; articles of wood, not liberalized, 16.3;

Various textile fabrics, 13.3; yarns of various textile fabrics, 20; coir, 54.5; woven fabrics of various fibers, 92.7; tulle, lace, velvet, and knitted goods, 21.2; special textile fabrics, 19.2; carpets and rugs, 9.1; ready-made clothing, 24.2; other textile articles, 15.1;

Articles of porcelain, glass, and crystal, 33.9; imitation jewelry, 10.3; containers of iron or steel, 24.2; non-electric stoves, ranges, heating apparatus and similar kitchen apparatus of iron or steel, 13.3; other articles of iron or steel, 26.6; articles of copper, 12.1; articles of aluminum, 13.3; hand tools for industry, 66.6; saws and knives, 36.3; cutlery and table sets of iron or steel, 24.2;

Marine motors and parts, not liberalized, 54.5; engines and parts, not liberalized, 212.4; motorpumps and compressors, not liberalized, 48.4; refrigerators, up to 250 liters, 166.4 (33,275 units); dump trucks, 242; radio and television receivers, 36.3; radio-transmitters and transmitter-receivers, 80.5; non-liberalized parts for the manufacture of electric apparatus and carbons for cinematography, 96.8;

Tractors, 468.5 (3,897 units); tractor parts, 106.5; buses, fire engines and parts for industrial vehicles, 302.5; automobile parts, 181.5; sound recorders and reproducers, 24.2; records and tapes for sound recorders, not liberalized and parts for apparatus, not liberalized under tariff number 92.11, 32.1; toys, games and articles of recreation, 36.9; and capital equipment for new investments, 9,317.

Jamaican currency available to Eastern Caribbean banks

The Bank of Jamaica has announced that Jamaican currency is now available to commercial banks in Barbados and the Leeward and Windward Islands, as a result of arrangements which were recently completed with the East Caribbean Currency Authority.

The three central banks of Jamaica, Guyana, and Trinidad and Tobago had already made similar arrangements among themselves as of Dec. 1, 1969.

The new arrangements have a two-fold purpose. They are designed to stimulate trade within the Caribbean Free Trade Association area (all the islands of the Caribbean Commonwealth and Guyana), and to increase the influence of the Central Banks and the Authority over the rates which the commercial banks in the area charge to the public for transfers of funds between these countries.

Argentina authorizes second U.S. petrochemical project

Argentina recently issued a decree authorizing Hydrocarbons Research Inc., of New York, to go ahead with its proposed $8 million investment in an ethane, propane and butanes (61,525 long tons a year) and ethylene (84,000 long tons a year) producing plant, to be located just outside Rosario.

This is the second petrochemical project involving ethylene production approved by Argentina under the terms of the August 1969 petrochemical promotion law. The first was Dow Chemical's proposed $98.8 million investment at Bahia Blanca.

Approval is expected soon for two other large ethylene projects, one by PASA (consortium of five U.S. companies) and the other by IPAKO (Koppers).

Philippines frees peso, eases import curbs

The Philippine Government has announced major new changes in import and exchange policies, effective Feb. 21. The changes include relaxation of present restrictions on trade and payments; measures to substantially reduce the rate of increase in domestic credit and foreign borrowing; and establishment of a freely fluctuating exchange rate for all international transactions, with the exception of 80% of the proceeds from leading Philippine export products (logs, sugar, copra, and copper ore and concentrates).

The 80% portion of these export earnings will continue to be surrendered at the present par value rate of 3.90 pesos per dollar.

In support of this stabilization program, which is designed to correct imbalances in the country's payments position, the International Monetary Fund (IMF) has approved a Stand-By Arrangement for the Philippine Government authorizing purchases of up to $27.5 million from the IMF over the next 12 months. [NOTE: Follow-up developments and further details will be reported by *International Commerce* in a forthcoming issue.]

XUM

French firms seek production licenses

Two French firms are seeking licenses —one for the manufacture of truck bodies, the other for paper products. Following are the details:

• Licenses to manufacture bodies for all purpose vehicles, fire trucks, trailers, tank trucks for refueling aircraft, tractor cabs, street sprinklers and dump trucks are sought by a Bobigny firm.

The company also wants to assemble electrical and electronic systems for vehicles. It would consider agency agreements for these products and for fluid transfer pumps.

The concern presently produces special truck bodies, modern tank trucks and vehicles for servicing airports. It operates a well equipped plant located in a suburb of Paris.

Write: Rene Diami, President General Manager, Societe d'Exploitation de Mecanique SEMESCA, 15 Avenue Henri-Barbusse, 93-Bobigny, France. WTD. **P-70436.**

Additional information on this opportunity is available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

• A firm specializing in the production of special paper packaging products seeks licenses to manufacture cellulose wadding for padding between binders board and outside covering of books and for wrapping fragile items. The company also wants to make special purpose paper bags and sacks, large paper containers and miscellaneous paper products.

Because of its affiliation with a French marketing organization, the firm's products are distributed by a network of 300 agents.

Write: Delafosse-Physalis, 16 Rue de Louvain, 92 Courbevoie, France. WTD. **P-70431.**

Trinidad firm wants partners for hotel development

A group of local businessmen is seeking partners for the development of hotel and tourist facilities in Trinidad. The initial venture, known as the Chagacabana Hotel consisting of 69 cabana-type beach apartments and a large central building containing a restaurant, night club and a number of suites, is expected to open soon.

The company has been granted Pioneer Industry Status which allows a tax free holiday for an initial period of five years, duty free concessions on the import of equipment and special construction materials and various tax privileges under the Double Tax Treaty between the U.S. and Trinidad.

Write: Stanley Jack, Managing Director, Sea Island Development Co., (Trinidad) Ltd., Registered Office, 34 Abercromby St., P.O. Bag No. 7, St. James, Port of Spain, Trinidad. **P-70430.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Swiss firm wants to make cosmetics, other items

Licenses to manufacture and distribute toiletries, cosmetics, pharmaceuticals, dental products and household cleaning, polishing and sanitation preparations are sought by a Swiss firm.

Established in 1909, the company has developed into one of Switzerland's leading distributors of fine cosmetic and household products. The firm operates well equipped manufacturing and storage facilities and has a trained sales force calling on retailers, department stores and cooperative organizations. The company is known for its strong marketing effort.

Write: J. E. Hardmeyer, Marketing Executive, Barbezat & Cie., CH-2114 Fleurier, Switzerland. WTD. **P-70429.**

Argentine concern wants to make metal stampings

A joint venture to manufacture metal stampings for the automotive industry is sought by an Argentina firm.

Currently, the company is engaged in the chromium plating of automobile parts and the assembly of automobile bumpers. The firm is a supplier to leading Argentine automobile manufacturers

Write: Cromoauto S.R.L., Victor Hugo 248, Santos Lugares, Province of Buenos Aires, Argentina. **P-70428.**

A copy of the Argentine concern's proposal in Spanish may be obtained from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

Swiss crane maker wants to produce swinging cranes

A Swiss crane manufacturer seeks licenses to produce swinging cranes and related apparatus. Also, the company is particularly interested in producing electric hoists for cranes.

The firm operates a modern facility and is well regarded in the Swiss construction industry. Its manager studied in the United States.

Write: Dr. Heinrich Kopp, Stahl-und Maschinenbau AG, Allmendstrasse, 6048 Horw, Switzerland. WTD. **P-70416.**

British firm seeks to make conveying, fiberglass goods

A British company seeks to manufacture under license pneumatic conveying systems, products related to pipes and tubes and products of fiberglass fabrication. The firm's product line includes reinforced plastic pipe, elbows and fittings, industrial mouldings and pneumatic conveying equipment.

The concern has about 260 employees and is a subsidiary of a British paper company.

Write: Stamford Plastics Ltd., Reliance Works, Billingshurst, Sussex, England. WTD. **P-70433.**

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

011 Commercial farms

01130—ETHIOPIA—Durra. Ten thousand metric tons on commercial basis for price stabilization and relief of severe drought-caused grain shortage. Actual purchaser and consignee of grain will be private businessman who will deposit bank draft to cover purchase of grain with Commercial Bank of Ethiopia in Asmara. Interested suppliers should send price quotations c.i.f. Massawa confirming availability of grain and estimated delivery time. His Highness Ras Asrate Kassa, Governor General of Eritrea, Office of Governor General of Eritrea, Governorate General of Eritrea, Asmara.

01136—JAPAN—Dry beans, peas. Konki Trading Co., Ltd. (importer, distributor), 2 Shimohiroi-cho, Nakamura-ku, Nagoya. WTD in preparation.

203 Canning, preserving foods

20331—GERMANY—Canned Michigan red, sour, pitted cherries; canned maraschino cherries; canned peaches; canned pineapples. Requests price quotations f.o.b. American ports. Direct purchase and agency. Theo B. Neunkirchen (importer, distributor, agent, exporter), 42 Oberhausen, Bismarckstrasse 27. WTD 1/70.

20332 — GERMANY — Canned asparagus, canned French beans, canned cut beans. Requests price quotations f.o.b. American ports. Direct purchase and agency. Theo B. Neunkirchen (importer, distributor, agent, exporter), 42 Oberhausen-Rhld., Bismarckstrasse 27. WTD 1/70.

207 Confectionery

20716—GERMANY—Candied, crystallized, glazed fruit and fondants for bakery trade. Requests price quotations f.o.b. American ports. Direct purchase and agency. Theo B. Neunkirchen (importer, distributor, agent, exporter), 42 Oberhausen/Rhld., Bismarckstrasse 27. WTD 1/70.

209 Food preparations

20911—GERMANY—Crude cottonseed oil. Handelskontor GmbH (Attn: Wilhelm Pruess) (importer), 2000 Hamburg 1, Plan 5. WTD 1/70.

20912—GERMANY—Refined cottonseed oil. Handelskontor GmbH (Attn: Wilhelm Pruess) (importer), 2000 Hamburg 1, Plan 5. WTD 1/70.

20921—GERMANY—All kinds of soybean oils, crude, refined, processed. Handelskontor GmbH (Attn: Wilhelm Pruess) (importer), 2000 Hamburg 1, Plan 5. WTD 1/70.

20931—GERMANY—Linseed oil, crude, refined and processed. Handelskontor GmbH (Attn: Wilhelm Pruess) (importer), 2000 Hamburg 1, Plan 5. WTD 1/70.

20932—GERMANY—All kinds of vegetable oils other than cottonseed, soybean and linseed, crude, refined and processed. Handelskontor GmbH (Attn: Wilhelm Pruess) (importer), 2000 Hamburg 1, Plan 5. WTD 1/70.

20941—GERMANY—Grease and inedible tallow. Handelskontor GmbH (Attn: Wilhelm Pruess) (importer), 2000 Hamburg 1, Plan 5. WTD 1/70.

20943—GERMANY—All kinds of animal and marine animal oils—crude, refined and processed. Handelskontor GmbH (Attn: Wilhelm Pruess) (importer), 2000 Hamburg 1, Plan 5. WTD 1/70.

221 Broad woven fabric mills, cotton

22116 — BRAZIL — One hundred percent pre-shrunk cotton fabric, weighing about 13¾ oz. per sq. yd., proper for manufacture of cowboys' trousers. About 300,000 yds., annually. TIMSA—Tucano Industrial Manufactura S.A. (importer, manufacturer), Avenida Joaquim Nabuco 837, s/2, Caixa Postal 549, Manaus, Amazonas. WTD 1/70.

222 Broad woven fabric mills, manmade fiber, silk

22210—COLOMBIA—Fabrics and linings for men's suits, raincoats manufacturing. Catalogs, price lists requested. Confecciones Corayco Ltda. (importer, distributor, manufacturer), Calle 23 No. 36-81—Apartado Aereo 5156, Bogota. WTD 2/70.

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229 Textile goods

22950—SWEDEN—Pipe-thread tape, supplied in rolls, width ½", length 12.2 meters, packed in small metal cases. Thickness of tape 0.003" ± 10%. For use in building market and for thread sealing of pipes, tubes, screws, indoor and outdoor, to resist cold, heat, snow, rain. AB Amasia (importer, agent), Box 6003, Goteborg 6. WTD in preparation.

263 Paperboard mills, products

26311—FRANCE—Unbleached liner paperboard and corrugating medium linerboard (fluting). Requests prices c.i.f. Antwerp or Amsterdam. Service des Achats, Societe F. Beghin, Groupe de Kaysersberg (manufacturer), 68 Kaysersberg. WTD 9/69.

265 Paperboard containers, boxes

26510—GERMANY—Folding boxes made of paperboard for all types of products. Correspondence requested in German. COPACO Gesellschaft fuer Verpackungen mbH & Co. K.G. (distributor, exporter), 7 Stuttgart 1, Koenigstrasse 31 B. WTD 1/70

26520 — GERMANY — Set-up paperboard boxes for all types of products. Correspondence requested in German. COPACO Gesellschaft fuer Verpackungen mbH & Co. K.G. (distributor, exporter), 7 Stuttgart 1, Koenigstrasse 31 B. WTD 1/70.

281 Industrial chemicals

28185—GERMANY—Known and newly developed chemicals which could be used by mineral-oil refineries, large chemical industry, soap manufacturing industry, manufacturers of textile and leather additives, manufacturers of synthetic resin, pharmaceutical industry, etc. Handelskontor GmbH (Attn: Wilhelm Pruess) (importer), 2000 Hamburg 1, Plan 5. WTD 1/70.

28199—GERMANY—Known and newly developed chemicals which could be used by mineral-oil refineries, large chemical industry, soap manufacturing industry, manufacturers of textile and leather additives, manufacturers of synthetic resin, pharmaceutical industry, etc. Handelskontor GmbH (Attn: Wilhelm Pruess) (importer), 2000 Hamburg 1, Plan 5. WTD 1/70.

283 Drugs

28311—GERMANY—Biological products for human use. Handelskontor GmbH (Attn: Wilhelm Pruess) (importer), 2000 Hamburg 1, Plan 5. WTD 1/70.

28315—GERMANY—Biological products for veterinary use. Handelskontor GmbH (Attn: Wilhelm Pruess) (importer), 2000 Hamburg 1, Plan 5. WTD 1/70.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28424—KOREA—Soap, detergents, cleaning preparations, perfume, cosmetics, other toilet preparations: beeswax, concentrated, raw. Import requirements estimated at 30 tons per month. Hankuk Instrumentation & Electric Co. Ltd. (Hankuk Kechun Chusik Hoesa) (importer, distributor, manufacturer). 18-1, 4-ka, Namdaemoon-ro, Chung-ku, Seoul. WTD in preparation.

289 Chemical products

28993—GERMANY—All kinds of natural essential oils. Handelskontor GmbH (Attn: Wilhelm Pruess) (importer), 2000 Hamburg 1, Plan 5. WTD 1/70.

291 Petroleum refining

29115 — NICARAGUA — Toluene diisocyanate (TDI). Needed at present 100 tons in 55-gallon barrels; subsequently, 50 tons every three months. Correspondence requested in Spanish. Espumas Sinteticas de Centroamerica S.A. (manufacturer), Apartado Postal 1314, Managua. WTD in preparation.

307 Plastic products

30791—SWITZERLAND—Vacuum molding film, thickness approx. 400 gage, for meat packaging machines. PRIM-PAC; Attn: W. Klaus (importer, distributor, agent), Brauerstrasse 33, 8004 Zurich. WTD 1/70.

30796—BRAZIL—Inflatable silos for the storage of solid grains. Cia. Brasileira de Armazenagem Cibrazem, Attn: Col. Darcidio Oliveira (autonomous governmental agency), Ministerio da Agricultura Edificio da Sudepe, Praca 15 de Novembro s/n 2° andar, Rio de Janeiro, ZC-00 GB.

329 Abrasive, asbestos, nonmetallic mineral products

32912—GERMANY—Tumbling media, preformed tumbling materials, abrasives, compounds. Dr. Ing. Manfrid Dreher K.G. (manufacturer, exporter), D-7541 Engelsbrand, Hauptstrasse 74. WTD 12/69.

32913 — GERMANY — Abrasive products manufactured of plastic porcelain-ceramic media. Dr. Ing. Manfrid Dreher K.G. (manufacturer, exporter), D-7541 Engelsbrand, Hauptstrasse 74. WTD 12/69.

331 Steel mill products

● **33100—IRAN**—Supply of various telecommunicational items including angles, guy wire, rods and straps. Tender #1154/48; bid deadline, Apr. 7. Iranian State Railways, Tehran. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-2363).

● 100 pieces of iron-beam of various specifications. Tender #1303/48; bid deadline, Apr. 9. Iranian State Railways, Tehran. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-2363).

● **33100—TUNISIA**—Supply of reinforced concrete and asbestos water pipe. Bid deadline Mar. 27. Copy of announcement (which includes additional information) available from Construction and Building Materials Division, BDSA-645, Department of Commerce, Washington, D.C. 20230 ★(telephone: 202-967-3602) and Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102 (telephone: 415-556-5868). Complete specifications available, from SONEDE (Societe Nationale d'Exploitation et de Distribution des Eaux), 25 Rue du Docteur Braquehaze, Tunis, Tunisia for 50 Tunisian dinars. Financing partially by International Bank for Reconstruction and Development.

342 Cutlery, hand tools, general hardware

34291—SPAIN—Marine hardware. Exclusive agency. Roller, S.R.C. (distributor, manufacturer), Maximo Aguirre, 2, Bilbao (11). WTD 12/69.

34294—FRANCE—Builders' hardware. COMAFRANC, Comtoir de Materiaux de Franche Comte (importer, distributor), 8, Ave. Jean-Jaures, 90 Belfort. WTD 1/70.

343 Heating apparatus, plumbing fixtures

34310—FRANCE—Metal plumbing fixtures. COMAFRANC, Comtoir de Materiaux de Franche Comte (importer, distributor), 8, Ave. Jean-Jaures, 90 Belfort. WTD 1/70.

34320—GERMANY—Plumbing fixtures, fittings and trim for bathrooms, kitchens, etc. Correspondence requested in German. Schlaefer GmbH & Co. (importer, distributor), D-7267 Bad Liebenzell, Kirchstrasse 19. WTD 11/69.

34336—FRANCE—Central heating equipment for dwellings. Comafranc, Comtoir de Materieux de Franche Comte (importer, distributor), 8, Ave. Jean-Jaures, 90 Belfort. WTD 1/70.

344 Fabricated structural metal products

● **34400—KOREA**—Supply of structural steel members for 19 stories of office building. Tender No. KFX-0013-N. Bid deadline Mar. 6. Copies of tender conditions and specifications available from Construction and Building Materials Div., BDSA-645, Room 4813, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-3602), and Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. (415-556-5868).

● **34400—SUDAN**—Tender for supply and erection of prefabricated steel silos of 6,000 to 7,000 metric tons capacity, with conveying and unloading equipment. C.i.f. Port Sudan. Bid deadline Mar. 15. Details and specifications supplied or requested from Blue Nile Flour Mills Co., Ltd., P.O. Box 104, Wad Medani, Sudan.

349 Fabricated metal products

34944—GUATEMALA—Hydraulic control valves for pressure control up to 1,000 lb. Representaciones "Orion," C. A. de Mautner (importer, distributor, agent), Via 7, 5-47, Zona 4—Aptdo. Postal 919, Guatemala City. WTD 1/70.

354 Metalworking machinery

35423—KOREA—Metalworking machinery for manufacturing hacksaw blades of high speed steel and tungsten steel. Desired capacity about 20,000 gross annually. Requests detailed brochures, quotations. Sam Lip Industrial Co., Ltd. (importer, distributor), I.P.O. Box 2933, Attn: HO Chang-up, Seoul. WTD 9/69.

355 Special industry machinery

35512 — GUATEMALA — Juice extractors (oranges and lemons), commercial type, power-driven and/or hand operated. Representaciones "Orion," C. A. de Mautner (importer, distributor, agent), Via 7, 5-47, Zona 4—Aptdo. Postal 919, Guatemala City. WTD 1/70.

35512—PAKISTAN—Bakery machinery and equipment including slow speed mixer, capacity 400 lb. flour per hr., motor 5 hp. (440-v., 50-cycle, 3-phase); semi-automatic divider and rounder, capacity 400 lb. flour per hr., motor 1 hp. (440-v., 50-cycle, 3-phase); sheeter mold-

er, capacity 400 lb. per hr., motor ½ hp. (440-v., 50-cycle, 3-phase); indirect oil fried oven, 6 trays (20″ x 56″), capacity 12 pans (18″ x 26″); portable rotary molding machine for 18″ pans. Richard M. Kimball, Advisor, East Pakistan Small Industries Corp. (quasi-governmental agency), 105/106, Motijheel Commercial Area, Dacca-2, East Pakistan. Cable: EPSIC, Dacca.

35513—PAKISTAN—Machinery for dehydration of potato, capacity 7,000 lb. daily, heated by gas, 70 to 75% starch, 1 to 10% sugar. Machinery for manufacture of potato chips, capacity 3,000 lb. daily, heated by gas. Electricity, a.c. 220-v., 3-phase, 50-cycle. Richard C. Kimball, Advisor, East Pakistan Small Industries Corp. (quasi-governmental agency), 105/106 Motijheel Commercial Area, Dacca-2, East Pakistan. Cable: EPSIC, Dacca.

35513 — URUGUAY — One complete fruit packing plant: polishing, waxing and marking machinery; atomizers for sanitary treatment of citrus; auto lifts with 4 cylinder motor with capacity for 2,500 kilograms. Sucesores de Francisco Caputto (distributor, manufacturer), 8 de Octubre 2068, Salto, Depto. de Salto. WTD in preparation.

35521 — PAKISTAN — Low- and medium-bulk wool yarn manufacturing machinery, capacity daily (8 hr.) 1,000 lb. raw wool; 2 sets of cards, 2 pieces of Peralta rolls, 4 pieces spinning frames, humidifying equipment; electricity: a.c. 220-v., 3-phase, 50-cycle. Knitting machines for low- and medium-bulk wool garments (sweaters); capacity 1,000 lb. wool yarn per day; electricity 220-v., single-phase, 50-cycle, or 440-v., 3-phase, 50-cycle. Richard M. Kimball, Advisor, East Pakistan Small Industries Corp. (quasi-governmental agency), 105/106 Motijheel Commercial Area, Dacca-2, East Pakistan. Cable: EPSIC, Dacca.

35595—PAKISTAN—Automatic brick manufacturing plant including granulator, disintegrator, crusher, pug mill, drying plant (gas operated) and mold tunnel dryer. Richard C. Kimball, Advisor, East Pakistan Small Industries Corp. (quasi-governmental agency), 105/106 Motijheel Commercial Area, Dacca-2, East Pakistan. Cable: EPSIC, Dacca.

35595—PAKISTAN—Tannery machines and equipment: One freon compressor for cooling unit, size, 20′/30′/15′ height; cooling capacity to 40 degrees F., relative humidity controlled 60%; two chambers, load capacity 15 tons per chamber; 2 fleshing machines, 72″ w.m.d.; 6 tanning drums 10′ dia. x 10′ length. 3″ staves w 50 hp. motor drive (variable speed) and internal drive gears; 2 ringers 60″ stehling type w.m.d.; 1 splitting machine belt knife 72″ w.m.d.; 2(24″) shaving machines oscillating type w.m.d.; 6 color and fat-liquor tanning drums 8′ dia x 6′ staves 3″ thick w.m.d.; 2 setting-out machines 72″ same type and style as fleshing machines w.m.d.; 1 pasting machine with 50 enameled plates 5½′ x 11′ complete with plate washer and automatic plate sprayer w.m.d. 1 skin washer with 20′ long x 5′ wide rubber conveyor belt with 8 brushes revolving in units of 2 each;

Six staking machines Slocomb type "C" w.m.d.; 1 airing off machine 20′ wide x 40′ length x 10′ height with chain stick conveyor running through center down right side and returning to left side; 1 vacuum dryer with plates 6′ x 15′ or 14′ (approx.) w.m.d.; 2 buffing machines with 24″ oscillating cylinder w.m.d.; 2 buffing machines with 60″ oscillating cylinder w.m.d.; 1 brushing machine 72″ w.m.d.; 1 exhaust system with 15-hp. 12″ suction pipe; 1 spray automatic dryer with 40′ long x 60″ wide with string type conveyor; 1 spray swab rubber conveyor 60″ wide x 20′ length, with conveyor-dryer 60″ wide x 40′ long wire or string type complete, speed 80 to 120 ft./min. w.m.d.; 1 leather press Sheridan type 26″ x 54″ plates with 3 spare plates, smooth, fine hair cell, and medium course, c.w.m.d.; 1 measuring machine 60″ Turner Korect type w.m.d.; 4 setting out machines 60″ (not hydraulic type) w.m.d.; 2 shaving machines 12″ Turner type w.m.d.; 4 tanning drums 8′ dia. x 6′ wood staves 3″ thick w.m.d.; 6 staking machines Slocomb type B w.m.d; 4 buffing wheels bucktail type 30″ dia. wheel 10″ face;

One brushing machine 60″ w.m.d.; 1 toggling machine w 5½ x 11′ frame with 12 frames on both ends and 6000 aluminum jawed toggles w.m.d.; 1 hydraulic press Turner type 26″ x 54″ plate with 2 smooth polished plates w.m.d.; 6 inclined bed glazing machines bower or Slocomb type iron or wood frame w.m.d.; 2 ironing machines 60″ roll type with electrically heated top roll Slocomb type w.m.d.; 6 liming or sulfiding paddles 9′ x 9′ with 3″ staves w.m.d.; 2 54″ fleshing machines w.m.d. or 60″; 4 tanning drums 8′ dia. with 6′ staves with 3″ thick wood w.m.d.; 2 scudding machines 54″ or 60″ w.m.d.; 2 gas (natural) or fuel fired boiler, 50 hp. at 100 lb. steam pressure; 1 200 hp. diesel engine, ac 50 cycles, 3-phase 220 v. auxiliary power supply; 4 dry drums 8′ dia. with 6′ staves x 2″ thick w.m.d.; 4 plush wheels 36″ dia. x 10″ face (flat face wood pulley); and 10 wet wheels Corborundum type approx. 16″ dia. with 18″ crown face.

All quotations or estimates should be sent directly to H. A. Bernard, Checchi & Co., 815 Connecticut Ave. NW., Washington, D.C. 20006, with a copy to Richard C. Kimball, Advisor, East Pakistan Small Industries Corp., 105/106 Motijheel Commercial Area, Dacca-2, East Pakistan. Cable EPSIC, Dacca.

356 General industrial machinery

35620—SPAIN—Ball and roller bearings. Direct purchase and exclusive agency. Roller, S.R.C. (distributor, manufacturer), Maximo Aguirre, 2, Bilbao (11). WTD 12/69.

35660—SPAIN—Power transmission equipment. Direct purchase and exclusive agency. Roller, S.R.C. (distributor, manufacturer), Maximo Aguirre, 2, Bilbao (11). WTD 12/69.

357 Office, computing, accounting machines

35730 — THAILAND — Simulator to train staff of nuclear electricity generating plant. Electricity Generating Authority of Thailand, Mr. Kasem Chatikavanij, Bangkluey, Nondhaburi.

358 Service industry machines

35852—FRANCE—Room air conditioners. COMAFRANC, Comtoir de Materiaux de Franche Comte (importer, distributor), 8, Ave. Jean-Jaures, 90 Belfort. WTD 1/70.

35853—ISRAEL—One hundred commercial refrigerators, open self-service, single duty, one level, with built-in condensing units, no fan. size: 40″ x 20″ to keep frozen food at supermarkets and groceries. Descriptive literature, terms requested from manufacturers only for delivery as soon as possible, in four batches of 25 each. Electra (Israel) Ltd. (importer, manufacturer, exporter), 19, Derech Petah Tiqva, Tel Aviv, P.O. Box 2180. WTD 12/68.

35892—FRANCE—Water softeners, conditioners. COMAFRANC, Comtoir de Materiaux de Franche Comte (importer, distributor), 8, Ave. Jean-Jaures, 90 Belfort. WTD 1/70.

362 Electrical industrial apparatus

36220 — GERMANY — Cargo controls for material handling equipment. Erik Jungfalk & Co. GmbH (importer, distributor, manufacturer), 6900 Heidelberg, Hauptstrasse 216. WTD 7/69.

36215 — GUATEMALA — Electrical motor-generator sets. Representaciones "Orion," C. A. de Mautner (importer, distributor, agent), Via 7, 5-47, Zona 4—Aptdo. Postal 919, Guatemala City. WTD 1/70.

36231—NETHERLANDS—Arc welding apparatus, such as arc welder transformers, arc and multi-arc welders, rectifiers. Representations requested for Western Europe, Near East. Morelisse N.V. (importer, distributor, manufacturer), 2 Baandervesting, P.O. Box 10, Edam. WTD 3/69.

367 Electronic components, accessories

36790—JAPAN—Electronic components (diodes, IC's, infrared detectors, transistors, SCR's, etc.). Direct purchase and agency. Ewig Shokai, K. K. (importer, agent, retailer), 14-12 Shoto 2-chome, Shibuya-ku, Tokyo. WTD in preparation.

36794—NEW ZEALAND—Components for electronic refrigeration, e.g. "Frigistor" or equal. Dominion Radio & Electrical Corp. Ltd. (importer, distributor, manufacturer), Refrigeration Div., Symes Rd., Sockburn, P.O. Box 11003, Christchurch. WTD in preparation.

369 Electrical machinery, equipment, supplies

36930—NIGERIA—X-ray machines. Drug Houses (Nigeria) Ltd. (importer, distributor, retailer), 27 Commercial Ave., P.O. Box 482, Yaba, Lagos. WTD 10/69.

386 Photographic equipment

38610—NIGERIA—X-ray goods: film, developer, fixer, hanger, other appliances. Drug Houses (Nigeria) Ltd. (importer, distributor, retailer), 27 Commercial Ave., P.O. Box 482, Yaba, Lagos. WTD 10/69.

38613—AFGHANISTAN—Thirty-five mm. motion-picture project complete with cinemascope screen, sound system, automatic transformer, etc. Requests prices c.i.f. Karachi, insurance up to Kabul. Krishan Kumar Soni (importer, distributor, exporter), P.O. Box No. 56, Kabul. WTD 2/70.

593 Antique, secondhand stores

59330—BURUNDI—Secondhand clothing by the ton. Pyarali Fazal Jetha (importer, distributor), B.P. 714, Bujumbura. WTD in preparation.

Nigeria announces long-awaited call for offshore oil licenses

The Ministry of Mines and Power, Petroleum Division, Lagos, Nigeria, announces the long-awaited call for bids on approximately 6,000 square miles of new offshore oil concessions. Applications will be received from 9 a.m. to 2 p.m. during the period Feb. 26 through Mar. 18, except Saturdays, Sundays and public holidays.

Address request for application for oil prospecting licenses, instruction for bidding and bid correspondence to the Chief Petroleum Engineer, Ministry of Mines and Power, Petroleum Division, P.M.B. 12574, Lagos, Nigeria.

XUM

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

202 Dairy products

20231—PAKISTAN—Dry milk products. Ahmed Agencies (distributor, agent), Station Rd., Rangpur, East Pakistan. WTD 1/70.

203 Canning, preserving foods

20324—SWITZERLAND—Canned specialty foods. Barbezat & Cie., Attn: J. E. Hardmeyer (importer, distributor, manufacturer), CH-2114 Fleurier. WTD in preparation.

207 Confectionery

20710—LEBANON—All kinds of confectionery products. Muhyiddine Badr & Bros. (importer, distributor, agent), Rivoli Bldg., Argentine St., Beirut. WTD 2/70.

20730—LEBANON—Chewing gum. Muhyiddine Badr & Bros. (importer, distributor, agent), Rivoli Bldg., Argentine St., Beirut. WTD 2/70.

209 Food preparations

20921—PAKISTAN—Soybean oil. Ahmed Agencies (distributor, agent), Station Rd., Rangpur, East Pakistan. WTD 1/70.

263 Paperboard mills, products

26311 — PAKISTAN — Unbleached kraft packaging and industrial converting paperboard. Graphic Machinery & General Suppliers (importer, distributor, agent), 9 K.C. Dey Rd., 1st Floor, P.O. Box 79, Chittagong, East Pakistan. WTD 1/70.

264 Converted paper, paperboard products

26490—SPAIN—Converted paper products. Ribos Canarias (agent), Aptdo. Postal No. 870, Las Palmas de Gran Canaria. WTD 1/70.

283 Drugs

28332—SWITZERLAND—Botanical drugs, organic and inorganic medicinal chemicals, natural vitamin products and drugs. Barbezat & Cie., attn. J. E. Hardmeyer (importer, distributor, manufacturer), CH-2114 Fleurier. WTD in preparation.

28340—SWITZERLAND—Novelty pharmaceutical preparations, all kinds, sold as brand drugs. Barbezat & Cie., attn. J. E. Hardmeyer (importer, distributor, manufacturer), CH-2114 Fleurier. WTD in preparation.

28340—SWITZERLAND—All kinds of pharmaceutical products for human or veterinary use, in bulk or packaged. Paul Eggimann AG (importer, manufacturer, agent), Alte Landstrasse 32, CH-8800 Thalwil. WTD 2/69.

28341—SWITZERLAND — Pharmaceutical preparations, especially geriatric pharmaceuticals. Girol Ltd., attn. Mr. Fluhmann (distributor, agent), Helenastrasse 4, 8034 Zurich. WTD 2/69.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28413—SWITZERLAND—Household detergents, cleaning preparations. Paul Eggimann AG (importer, manufacturer, agent), Alte Landstrasse 32, CH-8800 Thalwil. WTD 2/69.

28420—SWITZERLAND—Household quality polishes, waxes, sanitation products. Paul Eggimann AG (importer, manufacturer, agent), Alte Landstrasse 32, CH-8800 Thalwil. WTD 2/69.

28440 — SWITZERLAND — Toiletries, cosmetics. Paul Eggimann AG (importer, manufacturer, agent), Alte Landstrasse 32, CH-8800 Thalwil. WTD 2/69.

285 Paints, varnishes, lacquers, enamels

28512—HONDURAS—Exterior water-type trade sales paint products. Comisiones Tropicales, S. de R. L. (importer, distributor, agent), Avenida Jerez 6a. Calle, Aptdo. 314, Tegucigalpa. WTD 10/69.

28514 — HONDURAS — Interior water-type trade sales paint products. Comisiones Tropicales, S. de R. L. (importer, distributor, agent), Avenida Jerez 6a. Calle, Aptdo. 314, Tegucigalpa. WTD 10/69.

28710—LEBANON—Tripie superphosphate and diammonium phosphate. Annual quantities estimated around 200,000 metric tons. Agent and distributor for Lebanon, Syria, Turkey. Soprodec, S.A. Liban (importer, distributor, agent), Homsi Bldg., Damascus St., P.O. Box 6132, Beirut. WTD 1/70.

287 Agricultural chemicals

28790—PAKISTAN—Agricultural pesticides, insecticides. Requests quotations, c. & f., Karachi. Kamal Yacoob & Co. (agent), Altaf Hussain Rd., Karachi-2. WTD 11/69.

289 Chemical products

28930—PAKISTAN—Printing ink. Graphic Machinery & General Suppliers (importer, distributor, agent), 9 K. C. Dey Rd., 1st Floor, P.O. Box No. 79, Chittagong, East Pakistan. WTD 1/70.

325 Structural clay products

32550—KOREA—Clay refrectories—fire clay bricks and shapes. Requests brochures, technical specifications, price schedules. Dae Ryun & Co. (importer, distributor, agent), I.P.O. Box 3447, Seoul. WTD 11/69.

331 Steel mill products

33123 — PHILIPPINES — Tinplates, rejects second quality: product types, electrolytic hot dipped, bright matte finish; quality, cobble culls, sorted or unsorted; sizes, as available from mills' accumulations; quantity, 500 short tons per month, monthly. Printmark Manila (indentor), 932 Reina Regente St., D-405 Binondo, Manila, P.O. Box 2584. WTD in preparation.

33127 — PHILIPPINES — Stainless steel sheets, standard prime quality: product type, 18 Cr Class (Ferritic: AISI TP 430); thickness, Substances 16, 18, 20, 24; cut sizes, 4 feet by 8 feet; quantity, 25 short tons of each substance, totaling 100 S/T. Printmark Manila (indentor), 932 Reina Regente St., D-405 Binondo, Manila, P.O. Box 2584. WTD in preparation.

33127—SWITZERLAND—Cold rolled stainless steel sheets in types 304, 316, and 316 L. Courvoisier & Co. AG; Attn: M. Henry (manufacturer, agent), Route de Gottstatt 24, 2500 Bienne. WTD 12/68.

342 Cutlery, hand tools, general hardware

34210—SPAIN—Cutlery. Ribos Canarias (agent), Aptdo. Postal No. 870, Las Palmas de Gran Canaria. WTD 1/70.

34290—ENGLAND—Quick release self sealing couplings; quick release straight through couplings. South Wales India Rubber Co. Ltd. (manufacturer), Swirco-Newton House, Collingdon Rd., Cardiff CF1 5UD, Wales. WTD 12/69.

34294—SPAIN—Builders' hardware. Ribos Canarias (agent), Aptdo. Postal No. 870, Las Palmas de Gran Canaria. WTD 1/70.

344 Fabricated structural metal products

34421—HONDURAS—Metal doors, frames. Comisiones Tropicales, S. de R. L. (importer, distributor, agent), Avenida Jerez 6a. Calle, Aptdo. 314, Tegucigalpa. WTD 10/69.

34422—HONDURAS—Metal window sash, frames. Comisiones Tropicales, S. de R. L. (importer, distributor, agent), Avenida Jerez 6a. Calle, Aptdo. 314, Tegucigalpa. WTD 10/69.

349 Fabricated metal products

34920—IRAN—Bank and security vaults, equipment. Specifications, quantities to be determined through direct correspondence. Exclusive agency. Amiri, Mahmoud & Co. (importer, distributor, agent), 59 Shah Ave., Tehran. WTD 1/70.

353 Construction, mining, materials handling machinery, equipment

35324—KOREA—Parts and attachments for mining machinery and equipment; percussion rock drill bits, containing tungsten carbide. Catalogues, price lists, specifications requested. Dae Ryun & Co. (importer, distributor, agent), I.P.O. Box 3447, Seoul. WTD 11/69.

35351 — SWITZERLAND — Conveying and materials handling equipment for warehouses, industry, commercial establishments. Bandfix AG (importer, distributor, agent), Badenerstrasse 585, 8048 Zurich. WTD 8/68.

35360—ENGLAND—Tow truck, cranes, related equipment. L. W. Vass Ltd. (importer, exporter), Station Rd., Ampthill, Bedford, Bedfordshire. WTD in preparation.

35370—ENGLAND—Forklift trucks. L. W. Vass Ltd. (importer, exporter), Station Rd., Ampthill, Bedford, Bedfordshire. WTD in preparation.

354 Metalworking machinery

35482—SWITZERLAND—Power-driven, air and pneumatic hand tools. Bandfix AG (importer, distributor, agent), Badenerstrasse 585, 8048 Zurich. WTD 8/68.

355 Special industry machinery

35513—KOREA—Automatic bottling equipment with capacity for filling, capping and labeling about 500 bottles of 100 cc. size per minute including bottle washing equipment and conveying systems. Requests brochures, tech-

nical information, cost data related to equipment required for automated bottling systems used in pharmaceutical industry. Mi In Co., Ltd. (agent), C.P.O. Box 5395, Seoul. WTD in preparation.

35551—PAKISTAN—Letter presses, offset printing machine, graphic machines, and equipment. Graphic Machinery & General Suppliers (importer, distributor, agent), 9 K. C. Dey Rd., 1st Floor, P.O. Box 79, Chittagong, East Pakistan. WTD 1/70.

35552—PAKISTAN—Typesetting machinery, paper cutting machines, photoengraving and lithographing plate making equipment, book binding machinery. Graphic Machinery & General Suppliers (importer, distributor, agent), 9 K. C. Dey Rd., 1st Floor, P.O. Box No. 79, Chittagong, East Pakistan. WTD 1/70.

35590—SWITZERLAND — Machinery and equipment for manufacture of semiconductors, thin and thick film circuits. ESEC SA, Sales & Consulting (distributor, agent), Baarerstrasse 57, P.O. Box 32, 6300 Zug. WTD 3/69.

35593—COLOMBIA—Plastics working machinery. Vilca Ltda. (distributor, agent), Carrera 10 No. 16-39-Aptdo. Aereo 8210, Bogota. WTD 2/70.

359 Machinery

35992—ENGLAND—Flexible metallic hoses in stainless steel, bronze, etc., with reusable end fittings. South Wales India Rubber Co. Ltd. (manufacturer), Swirco-Newton House, Collingdon Rd., Cardiff, CF1 5UD, Wales. WTD 12/69.

361 Electric transmission, distribution equipment

36113 — GERMANY — Electronic measuring instruments for linear measuring. Correspondence requested in German. Ingenieurbuero Reinhold KURZ VDI (importer, distributor), 7 Stuttgart 1, Alexanderstrasse 63. WTD 11/69.

362 Electrical industrial apparatus

36210 — SWITZERLAND — High speed stepping motors for digital motions and for x/y positioning systems. Dumaco AG; Attn: Mr. Manta, Ing. (importer, distributor, manufacturer), Elfenaustrasse 3, 2500 Biel. WTD 4/69.

36210 — SWITZERLAND — Torque converters. Vektor AG; Attn: Mr. Ott. (manufacturer, agent), Riesbachstrasse 61, 8034 Zurich. WTD in preparation.

364 Electric lighting, wiring equipment

36430—KOREA—Lightning arresters, 9 kv. and 18 kv., complete sets, including current-carrying devices, lightning rods. Kunsul Co., Ltd. (Kunsul Silop Chusik Hoesa), (importer, agent, exporter), I.P.O. Box 1180, Seoul. WTD in preparation.

365 Radio, television receiving sets

36515—SPAIN—Loudspeakers and speaker systems. Canaryland, S.L. (agent), General Vives, 93, Las Palmas de Gran Canaria. WTD 12/69.

366 Communication equipment

36620—SPAIN—Radio and television communication equipment. Canaryland, S.L. (agent), General Vives, 93, Las Palmas de Gran Canaria. WTD 12/69.

36621—THAILAND—Transmitter, receivers, and transceivers, shortwave, VHF and UHF for fixed and mobile stations, simple design with a few fixed frequencies. Requests catalogs, brochures, c.i.f. Bangkok prices. B. Grimm & Co. R.O.P. Engineering Dept. (importer, distributor), 1643/4 Petchburi Rd. Extension, P.O. Box 66, Bangkok. WTD 5/69.

36623 — THAILAND — Intercommunication systems, electric, press-to-talk. Requests catalogs, brouchures, c.i.f. Bangkok prices. B. Grimm & Co., R.O.P., Engineering Dept. (importer), 1643/4 Petchburi Rd. Extension, P.O. Box 66, Bangkok. WTD 5/69.

36624—THAILAND—Radars, approach and round sight. Requests catalogs, brouchures c.i.f. Bangkok prices. B. Grimm & Co. R.O.P., Engineering Dept. (importer, distributor), 1643/4 Petchburi Rd. Extension, P.O. Box 66, Bangkok. WTD 5/69.

36625—THAILAND—Radar equipment for airports; weather radars. Requests catalogs, brochures, c.i.f. Bangkok prices. B. Grimm & Co. R.O.P., Engineering Dept. (importer, distributor), 1643/4 Petchburi Rd. Extension, P.O. Box 66, Bangkok. WTD 5/69.

367 Electronic components, accessories

36740—SWITZERLAND — Electronic components, semiconductors, laminates, materials for printed circuits. Remy Armbruster AG (importer, distributor, agent), Holbeinstrasse 27, 4001 Basel. WTD 1/69.

36742—GERMANY—Transistors. Max and Klaus May oHG (distributor, agent, electrical engineering services), 37 Innsbrucker Strasse, 1 Berlin 62. WTD 1/70.

36743—GERMANY—Thyristors. Max and Klaus oHG (distributor, agent, electrical engineering services), 37 Innsbrucker Strasse, 1 Berlin 62. WTD 1/70.

36790—SWITZERLAND — Electronic components, switches, contacts, relays. Dumaco AG; Attn: Manta, Ing. (importer, distributor, manufacturer), Elfenaustrasse 3, 2500 Biel. WTD 4/69.

36792—COLOMBIA—Electronic capacitors. Vilca Ltda. (importer, distributor, agent), Carrera 10 No. 16-39, Apartado Aereo No. 8210, Bogota. WTD 2/70.

36792 — GERMANY — Capacitors and condensers for electronic application. Max and Klaus May oHG (distributor, agent, electrical engineering services), 37 Innsbrucker Strasse, 1 Berlin 62. WTD 1/70.

36793 — GERMANY — Resistors and rheostats for electronic application. Max and Klaus May oHG (distributor, agent, electrical engineering services), 37 Innsbrucker Strasse, 1 Berlin 62. WTD 1/70.

371 Motor vehicles, motor vehicle equipment

37111—PAKISTAN—Passenger cars. Ahmed Agencies (distributor, agent), Station Rd., Rangpur, East Pakistan. WTD 1/70.

37141—PAKISTAN—Motor vehicle parts, accessories. Ahmed Agencies (distributor, agent), Station Rd., Rangpur, East Pakistan. WTD 1/70.

381 Engineering, laboratory, scientific, research instruments

38111—THAILAND — Instruments, landing systems. Requests catalogs, brochures, c.i.f. Bangkok prices. B. Grimm & Co., R.O.P. Engineering Dept. (importer), 1643/4 Petchburi Rd. Extension, P.O. Box 66, Bangkok. WTD 5/69.

382 Instruments for measuring, controlling, indicating physical characteristics

38210—SWEDEN—Electric and electronic instruments for pulp, chemical industries. Lennart Astrom AB (importer, manufacturer, exporter), 97 Bullerholmsgrand, S-127 40 Skarholmen. WTD 2/70.

38210—SWITZERLAND—Industrial process control and measuring instruments, parts. Dumaco AG; Attn: Mr. Manta, Ing. (importer, distributor, manufacturer), Elfenaustrasse 3, 2500 Biel. WTD 4/69.

38212 — THAILAND — Meters, water. Requests catalogs, c.i.f. Bangkok prices. Southeast Engineering (Thailand) Co., Ltd. (importer, distributor), 11/56 Soi Watanawong, Rajprarop Rd., P.O. Box 1372, Bangkok. WTD 2/70.

38216—GERMANY—Mechanical measuring and controlling instruments for linear measuring. Correspondence requested in German. Ingenieurbuero Reinhold KURZ VDI (importer, distributor), 7 Stuttgart 1, Alexanderstrasse 63. WTD 11/69.

383 Optical instruments, lenses

38311—GERMANY—Optical measuring instruments for linear measuring. Correspondence requested in German. Ingenieurbuero Reinhold KURZ VDI (importer, distributor), 7 Stuttgart 1, Alexanderstrasse 63. WTD 11/69.

385 Ophthalmic goods

38513—JAPAN—New and patent items to be used with or for contact lenses. Oversea Sales Co., Inc. (importer, exporter), 1-51, Kodeki-machi, Higashi-ku, Nagoya. WTD 1/70.

386 Photographic equipment, supplies

38611 — PAKISTAN — Process cameras for photoengraving, photolithography. Graphic Machinery & General Suppliers (importer, distributor, agent), 9 K. C. Dey Rd., 1st Floor, P.O. Box 79, Chittagong, East Pakistan. WTD 1/70.

38612 — SPAIN — Photocopying equipment. Canaryland, S.L. (agent), General Vives, 93, Las Palmas de Gran Canaria. WTD 12/69.

394 Toys, amusement, sporting goods

39410—JAPAN—Detailed model trains, accessories. Oversea Sales Co., Inc. (importer, exporter), 1-51, Kodeki-machi, Higashi-ku, Nagoya. WTD 1/70.

39491—SPAIN—Fishing tackle and equipment, especially for deep-sea fishing. Canaryland S.L. (agent), General Vives 93, Las Palmas de Gran Canaria. WTD 12/69.

39493—SPAIN—Sport equipment, all classes. Canaryland, S.L. (agent), General Vives, 93, Las Palmas de Gran Canaria. WTD 12/69.

399 Manufacturing industries

39912—ENGLAND—Paint rollers. Beechwood Brushes Ltd. (importer, manufacturer, exporter), Bellingdon Rd., Chesham, Buckinghamshire. WTD in preparation.

39999—JAPAN—New and patent items to be used with or for machinery belts and belting. Oversea Sales Co., Inc. (importer, exporter), 1-51, Kodeki-machi, Higashi-ku, Nagoya. WTD 1/70.

XUM

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BRAZIL—Poliolefinas S.A., a firm recently established in Sao Paulo, soon will start construction of a US $29 million (cruzeiro equivalent) low-density **polyethylene plant** at Capuava, on the outskirts of the city of Sao Paulo. The plant is to be located adjacent to the naphtha cracker and reformer plant under construction by one of its major shareholders, Petroquimica UNIAO S.A. Poliolefinas will purchase a substantial portion of UNIAO's ethylene output as raw material for producing polyethylene.

The project consists of a two-line, high pressure polymerization plant. One line will have a production capacity for 40,000 metric tons low-density polyethylene a year; the second line will have a 20,000 metric ton initial capacity, capable of being doubled to 40,000 metric tons annually.

National Distillers and Chemical Corporation (NDCC) is providing Poliolefina's plant design and management. The project in 1969 was approved by the Government of Brazil's planning board, Grupo Executivo da Industria Quimica (GEIQUIM), and by the National Petroleum Council. The Poliolefinas plant is earmarked to go on stream in the third quarter of 1971.

GERMANY—The newly merged VFW-Fokker Co. tentatively plans to erect a $6.8 million **Experimental Aeronautical Laboratory and Research Institute** in Bremen, to consist of the following: A laboratory—building, 88 x25 x10 meters—aircraft materials and components research; an aero-dynamic and static breaking tests facility for the projected European airbus A 300 series, which will require a building measuring 60 x60 x27 meters; a plant for testing oceanographic equipment which is to include giant water tanks for under-water tests; a highly modern sound testing laboratory (Schall-Laboratorium) as well as several other facilities for technological research related to aeronautics.

The facility is to be erected on the premises of VFW Vereinigte Flugtechnische Werke.

ITALY—Two major construction projects reportedly are to be initiated soon in the port of Genoa. One is a 13-billion lire ($20.8 million), 320-meter long, 58-meter wide **floating dry dock** to be built under the supervision of the CAP (Consorzio Autonomo del Porto di Genova—Genoa Port Authority). The second is a new **pier** to be built nearby by OARN (Officine Allestimenti Riparazioni Navi, S.p.A., Genoa) and Cantieri Navali del Tirreno e Riuniti, S.p.A., Genoa. OARN is wholly owned by IRI (Instituto per la Riconstruzione Industriale, through Fincantieri, a financial holding controlling various shipbuilding and ship-repairing firms; IRI is financially controlled by the Italian Government); and Cantieri Navali del Tirreno e Riuniti is the largest private shipbuilding and repair firm in Italy. The target date for completion of the new floating dry dock is between two and three years.

U.S. firms interested in these two projects may write for details: (for dry dock) President, Consorzio Autonomo del Porto di Genova, Palazzo S. Giorgio, 16123, Genoa; (for pier) Dr. Ing. Carlo Antonio Calcagno, President, Cantieri Navali del Tirreno e Riuniti S.p.A., Via Cipro 11, 16129, Geona, and Dr. Manrico De Rosa, President, Officine Allestimenti e Riparazioni Navi S.p.A., Molo Giano, 16126, Genoa.

PANAMA—A contract was signed on Jan. 20 between the local firm, Ciudad Marina, S.A., and the PJG Acting Minister of Treasury and Finance, Gabriel Castro, calling for the investment of $50 million over a seven-year period in a project to reclaim some 500 acres of land from the Panama Bay between the Chorrillo area near the Thatcher Ferry Bridge and San Francisco de la Caleta beyond Paitilla Point. The project also will result in formation of an **artificial salt water lake** between the Panama City waterfront and the new fill area.

A spokesman for Ciudad Marina, S.A., was reported to have outlined the project as including a four-lane highway, 1,000 meters of beaches and bathing resorts, a truck terminal and distribution center, a shrimp processing and shipping plant, and two marinas for the docking and the repair of small pleasure boats. The water of the resulting lake is to be kept free of sewage and other pollutants, while lock-type channels are to be provided to allow boats to enter and leave at low as well as high tides.

SAUDI ARABIA—The Saudi Ministry of Labor and Social Affairs has received designs and studies for projected **sports stadiums** in Riyadh, Jidda, and Dammam which the Ministry had commissioned in April 1968. Construction costs for the three stadiums are expected to total $33 million. The Riyadh stadium complex was designed by a Japanese architect and will have a seating capacity of 45,000. It will include a gymnasium, swimming pool, rest halls, restaurants, a garden and parking facilities for 5,000 cars. Cost of this complex is estimated at $12.2 million.

Plans for the Jidda stadium, with a capacity of 29,000, were prepared by the Danish architect, Jarn Utzer. The Dammam stadium with a capacity of 25,000 was designed by the American architect, Paul Rudolph. Lists of auxiliary facilities for the Dammam and Jidda stadiums as well as costs estimates are not yet available. It is believed that the cost for each stadium will exceed $10 million.

Specifications and bid documents are not yet available; however, it is recommended that interested U.S. contracting firms alert their regional offices and Saudi agents in order for them to develop additional information on these projects.

ZAMBIA—The Government of Zambia has announced that subject to satisfactory conclusion of loan and other arrangements, and in order to select firms of contractors from whom tenders will be called to **construct main civil engineering works** of Kariba North Development, Kariba North Bank Co., Ltd., will receive and analyze through Central African Power Corp., its agent for construction of project, qualifications and references of firms that have adequate technical and financial capacity and wish to take part in call for tenders.

Preliminary information and instructions for firms wishing to apply for prequalification to tender are available on application from Sir Alexander Gibb & Partners, Telford House, Tothill St., Westminster, London, S.W., England. Data requested must be submitted not later than March 31.

The main civil engineering works include underground power station for installed capacity of 600 mw., together with intakes, penstocks and tailrace outlets, and on the surface a transformer house, switching station and ancillary works. Tender documents are expected to be ready for issue to prequalified firms in May.

Argentine unit announces telecommunication project

Hidronor S.A., an Argentine Government-owned corporation in charge of the El Chocon-Cerros Colorados Hydroelectric Project, is inviting interested firms to submit offers for the supply, installation and start-up of the following equipment: Contract 310: connections of fixed and multiplex radio, telegraph of vocal frequency, data registering and transmitting equipment: P.A.X.S., P.A.B.X.A. telephone equipment, telemetering equipment, remote control supervising equipment, control panels, batteries and chargers for 50 v. All equipment pertaining to this bid should be in operation by approximately November 1972. Complete conditions and specifications will be available at the beginning of April. However, firms interested may request specifications ahead of time in order to start preliminary studies.

Bidders must indicate very clearly the name and address of the manufacturer of the equipment as well as the Buenos Aires address (if any) of the manufacturer's agent. Consideration will be given only to firms that can satisfactorily prove their previous experience in designing, manufacturing, installation and start-up of equipment similar to that described in this bid.

American firms interested in participating in the forthcoming call for bids should correspond directly with Hidronor S.A., Av. Leandro N. Alem 1074, 3 Piso, Buenos Aires, Argentina.

Turkey invites tenders on hydroelectric project

Cukurova Elektrik A. S. Adana, Turkey is opening international tendering for the civil engineering works of the Kadincik II Hydroelectric Project. The works consist of, but are not limited to, a concrete dam having radial type gates, a concrete-lined tunnel of 6,100 meters in length and 4 meters in diameter, a steel prestressed concrete-lined surge tank of 80 meters in height, and a powerhouse and switchyard for 52,000 kw. The foreign currency portion of the project will be paid from a loan to Cukurova Elektrik A. S. by the International Bank for Reconstruction and Development.

Conditions for prequalification and specifications for the civil engineering works are available from Syndibel, 38 Rue de Naples, 1050 Brussels, Belgium, for a period extending until about the middle of March. Only tenders of firms that have prequalification certificates will be accepted. A copy of the application letter should be forwarded to Cukurova Elektrik A. S. Bid deadline has not as yet been established.

Chance to sell frozen food, display cabinets in Austria

U.S. exporters of frozen food display cabinets and related equipment may profit from the current trend in Austria toward larger units of modern design. Demand for a variety of frozen food specialties also is increasing.

According to industry reports, most of the equipment used by 20,000 retail outlets handling frozen food in Austria is not up to West European standards. The industry plans to assist retailers in installing more modern facilities.

Domestic production of frozen foods in 1969 —totaling 16,000 metric tons—was about 10% higher than 1968. Local manufacturers predict a similar increase for 1970.

U.S. exporters of frozen food display cabinets and related equipment are urged to communicate with the following importing distributors:

Eichberger & Co., Linke Wienzeile 4, A-1060 Vienna; Franz Syrowy's Nachf. Ludwig Loefler G.m.b.H., Triesterstrasse 223-225, A-1232 Vienna; Englebert Pader, Hopfengasse 7a-9, A-4020 Linz/Donau; Ing. Rudolf Pirker, Parttartgasse 36, A-1230 Vienna; Ing. Karl Reichspfarrer, Tivoligasse 11, A-1120 Vienna; Industriewerke Brueder Warchalowski, Petrusgasse 5, A-1030 Vienna; Lorenz Hofmann, Auhofstrasse 70, A-1132 Vienna; Elektro-Import G.m.b.H., Boersegasse 11, A-1010 Vienna; Friedrich Bussmann, Braungasse 52, A-1030 Vienna; "Electric" Ges.m.b.H., Lehargasse 1, A-1060 Vienna; Finsterle & Co., Albertgasse 43, A-1080 Vienna, and Oesterr, Handelskompagnie, Import-Export, Transithandel, Agentur G.m.b.H., Gumpendorferstrasse 56, A-1060 Vienna.

U.S. manufacturers interested in the opportunities offered by growing demand for a variety of frozen food specialties and for institutional food products should send their offers to the following chain food store organizations:

GOeC Grosseinkaufsgesellschaft oesterreichischer Consumvereine G.m.b.H., Theobaldgasse 19, A-1060 Vienna; A & O Zentralkontor G.m.b.H., Mahlerstrasse 9, A-1010 Vienna; ADEG-Zentrale oesterreichischer Grosseinkaufsgenossenschaft der Kaufleute, reg. G.m.b.H., Bahnhof Praterstern - Lasallestrasse, A - 1020 Vienna; Julius Meinl Grosshandels A.G., Julius Meinlgasse 3-7, Postfach 114, A-1171 Vienna, and Handelshof SPAR G.m.b.H., Franz Josefs Kai 13, A-1010 Vienna.

Another opportunity is the exhibition "Modern Nutrition and Frozen Foods," the first of its kind in Austria, to take place in Vienna May 22-26. **Write:** Arbeitsgemeinschaft fuer Fachausstellungen, Loquaiplatz 13, A-1060 Vienna.

U.S. firms also are encouraged to submit brochures, sales literature and other material to the U.S. Embassy's Commercial Unit, Embassy Building X, Bollymanngasse 16, Vienna, for referral to Austrian firms.

Argentina seeks bidders for power circuit breakers

Hidronor, S.A., Argentine Government-owned corporation in charge of the El Chocon-Cerros Colorados Hydroelectric Project, is inviting firms to submit bids on the supply, installation and start-up of the following equipment:

Contract 306: three 16-kv., 10,000-a. and 2,000-mv.-a. compressed-air circuit breakers; three 16-kv., 10,000- and 350-mv.-a. compressed-air circuit breakers; three sets of 16-kv. insulated phase connectors; eight 13.2-kv., 400-a., and 250-mv.a. air circuit breakers; two grounding systems for the neuter, metal grid or liquid type, three metal grid braking resistors.

U.S. firms should correspond with Hidronor, S.A., Av. L.N. Alem 1074, Pisco 3, Buenos Aires.

Prequalification of contractors on three projects sought

The Administration of the Territory of Papua and New Guinea is calling for firms to prequalify to bid on three road and ancillary construction projects in the highlands area.

Firms wishing to be prequalified should immediately express their interest by cable to the Chairman of the Supply and Tenders Committee for Capital Works and Maintenance, cable address of which is ROADWORKS, Port Moresby, Papua, mentioning the tender Nos. TC368/014, 336/014, and 201/005. The cable should be confirmed by airmail.

The firm should then send a completed application form—enclosed with each brochure—to the Chairman of the Supply and Tenders Committee, whose address is P.O. Box 1142, Boroko, Papua. The registration documents must be received by the Supply and Tenders Committee by 2 p.m. on Mar. 10.

A small number of brochures, which contain detailed information on scope and requirements of these projects, are available on loan from the Construction and Building Materials Div., BDSA-645, Room 4813, U.S. Dept. of Commerce, Washington, D.C. 20230 ★ (202-967-3602), and Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. (415-556-5868). Application forms—either enclosed with or separate from the brochures—also may be obtained from these sources.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.

ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.

CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181, Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 778-2220, Ext. 2151.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312, 553-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303, 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.

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HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.

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SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

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Calendar *for international traders*

BRIDGEPORT, CONN.—Mar. 12—Export seminar on Services Available to Export, 7 p.m. to 9 p.m., at the State National Bank of Connecticut, Directors Room, 1189 Main St. Sponsors: State National Bank, Bridgeport Chamber of Commerce, REEC, and Commerce's Hartford Field Office.

BRISTOL, CONN.—Mar. 9—Export seminar on Financing Export Shipments, 7 p.m. to 9 p.m., at the Bristol Chamber of Commerce, 81 Main St. Sponsors: Bristol Chamber of Commerce, REEC, and Commerce's Hartford Field Office.

BUTLER, PA.—Mar. 11—Export Luncheon Forum, noon, Elks Club. Sponsors: Butler Chamber of Commerce and Commerce's Pittsburgh Field Office.

CHICAGO—Mar. 12—International Trade Club of Chicago meeting, Bismarck Hotel.

CHICAGO—Mar. 18—Chicago Midwest Credit Management Assn. meeting, Bismarck Hotel.

CHICAGO—Apr. 7—Automotive Exporter's Club of Chicago meeting, Builder's Building.

CHICAGO—Apr. 9—International Trade Club of Chicago meeting, LaSalle Hotel.

CHICAGO—Apr. 15—Chicago Midwest Credit Management Association meeting, Bismarck Hotel.

CLEVELAND—Apr. 3—Twenty-Fifth Annual Cleveland Trade Conference. **Speaker: Robert McLellan, Deputy Asst. Secretary of Commerce for Business Development.**

DAYTON, OHIO—Mar. 11—Second Annual Export Trade Workshop—Seventh of eight sessions, University of Dayton. Sponsors: University of Dayton, REEC, Dayton World Trade Committee, and Commerce Field Office.

DETROIT—Mar. 10—Export Workshop, 10 a.m., Commerce Field Office, 533 Federal Bldg.

DETROIT—Mar. 19—World Trade Club of Detroit, Pick-Fort Shelby Hotel, 6 p.m.

FAIRFIELD, CONN.—Apr. 7—Export Managers of Bridgeport (Southern Connecticut) luncheon, 12-2 p.m., Fairfield Motor Inn.

GALESBURG, MICH.—Mar. 24—Monthly meeting of Western Michigan Trade Club, 6 p.m., Inman's Restaurant.

HONOLULU—Mar. 18—'How to Get Started in Export-Import' workshop, 10 a.m., Commerce Field Office.

KANSAS CITY—Mar. 10—Meeting on international credits and collections, Top of the Tower, 911 Main, 6 p.m. Sponsors: International Trade Club, REEC, Commerce Field Office.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

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International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230

MINNEAPOLIS—Mar. 11—Seminar on export packing and crating, Commerce Field Office, 3-5 p.m. Speaker: John D. Ristine, Total Export, Inc. Sponsors: REEC, Commerce Field Office.

MINNEAPOLIS—Mar. 18—Seminar on export licenses, Commerce Field Office, 3-5 p.m. **Speaker: Ken C. Miller, Commerce Field Office.** Sponsors: REEC, Commerce Field Office.

NEW ORLEANS—Mar. 9—Second of six weekly seminars on Export Financing and Credit Problems, 7:30 p.m., Louisiana State University in New Orleans. Sponsors: L.S.U., Louisiana-Mississippi REEC, Commerce Field Office.

NEW YORK—Mar. 11—Foreign Credit Interchange Bureau's Publishers Export Credit Group, dinner meeting, Advertising Club, 23 Park Ave. 4 p.m.

NEW YORK—Mar. 18—Thirty-seventh annual Port of New York Dinner, Commodore Hotel, 7 p.m. **Speaker: Robert McLellan, Deputy Asst. Secretary of Commerce for Business Development.**

NEWARK—Mar. 18—Profits in Exports Meeting, Small Business Administration Office, 970 Broad St. Sponsors: Small Business Administration, REEC, Commerce's New York Field Office.

PITTSBURGH—Mar. 26—Export Workshop, Commerce Field Office, 2 p.m.

ST. LOUIS—Mar. 17—"Show You" Export Workshop, Conference Room, Federal Building, 2 p.m. Sponsors: REEC and Commerce Field Office.

SALINA, KAN.—Mar. 17—Export market development workshop, 9 a.m. to noon, and export documentation workshop, 2-4:30 p.m., Chamber of Commerce, 115 W. Iron. Sponsors: REEC and Commerce's Kansas City Field Office.

SAN FRANCISCO—Mar. 9—Meeting of the California Council for International Trade. **Speaker: Robert McLellan, Deputy Asst. Secretary of Commerce for Business Development.**

SAN FRANCISCO—Mar. 16—"Expanding Role of the United States in International Trade in the Seventies," Fairmont Hotel, 2 p.m. Speaker: William R. Trulock, Regional Manager, *Business International*. Sponsor: Foreign Trade Division of National Assn. of Secondary Material Industries.

SOUTH BEND, IND.—Apr. 23—Export Seminar—Notre Dame University, South Bend, Indiana.

WASHINGTON, D.C.—Mar. 9—International Dept. Seminar of the Electronic Industries Assn. Sheraton-Hilton Hotel. 10 a.m. **Speaker: K. N. Davis, Jr., Asst. Secretary of Commerce for Domestic and International Business.**

WASHINGTON, PA.—Mar. 23—Export Luncheon Forum, noon, Holiday Inn. Sponsors: Washington Chamber of Commerce and Commerce's Pittsburgh Field Office.

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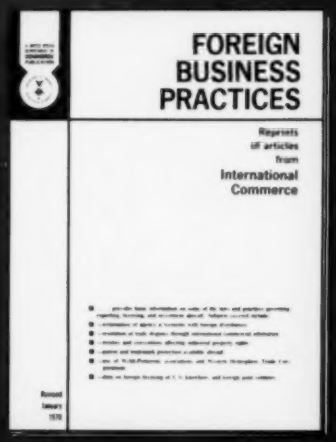

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